

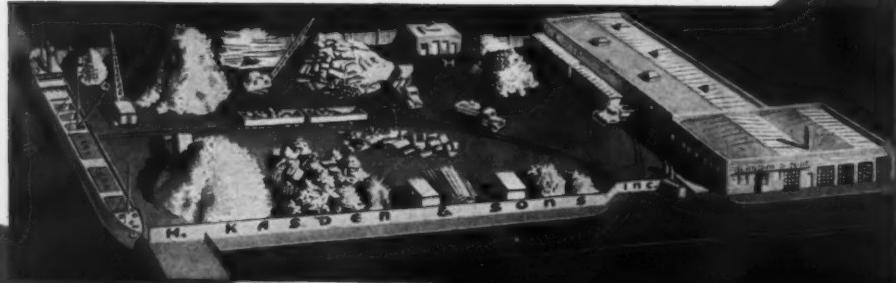


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# Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.  
VOL. 26 - NO. 4 - APRIL, 1948

L. M. BINGHAM, Editor

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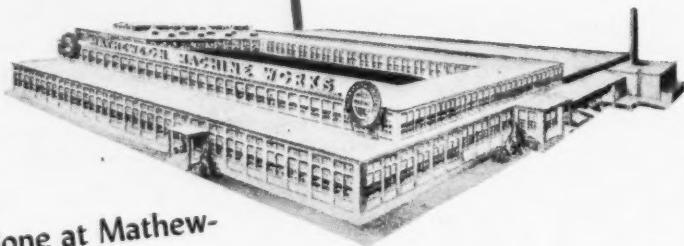
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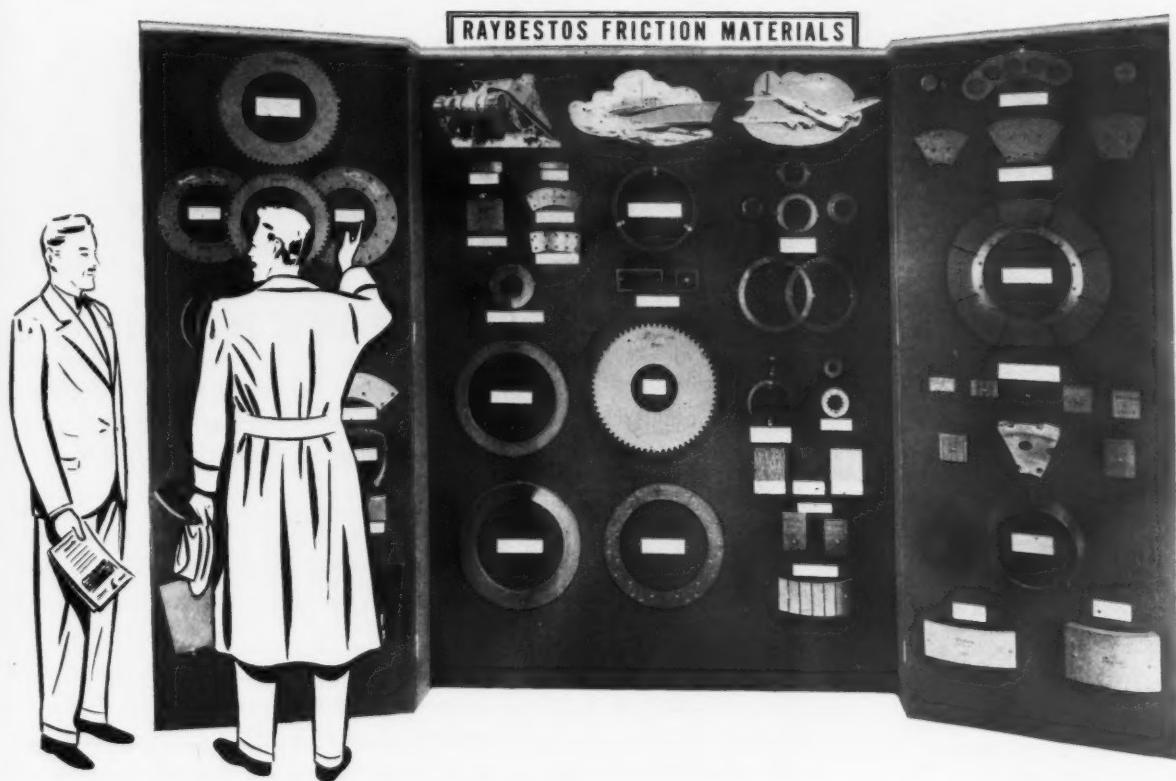
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# ERP, Capitalism and Human Liberty

By EDWARD INGRAHAM, President

**N**ow that Congress has voted a definite number of dollars for food and goods for the European Recovery Program, the first important question on our agenda is to determine how those dollars shall be spent wisely in order to create the greatest good for the greatest number of people in some 16 war-torn nations of Europe. It is obvious that we, too, shall reap benefits in proportion to the success of our regenerating program, or we shall inherit deficits and possibly another costly war if we have not the wisdom to carry out our program to a successful conclusion.

Although, to many strong advocates of the so-called Marshall Plan, the long-drawn-out legislative discussion of the bill may have been interpreted as timidity, or even stupidity, in the face of the westward march of Soviet tyranny, the delay has made it possible to improve the administrative provisions of the legislation and enhance the chances for success of the whole European Recovery Program. In our haste to see results as quickly in the legislative field as we do in business we are too prone to forget that the slower democratic process is essential and available only to a free people.

Through the strong insistence of many businessmen, business organizations and many legislators these American funds earmarked for ERP are now to be administered by a separate government agency probably headed by a business man of broad experience and vision.

Much as the chief administrator of ERP will need the help of American businessmen either to speed food and equipment or consumer goods to certain strategic points in Europe, and much as he may need their aid to convince certain high officials in government of the rightness of some of his plans and actions, he will need, even more, the right kind of assistance to interpret and sell to Europeans the values inherent in American capitalism. Merely to deliver the much needed mining, transportation, and other industrial and agricultural equipment capable of generating higher productivity, and the food required to develop adequate human energy to use that equipment, will not be enough to make the western nations of Europe sufficiently strong to hold out against the spreading tyranny from the East. Instead, we must somehow change the attitudes of millions of European people from the present paralysis of defeatism to one of confident belief that they, by exerting their best efforts with the aid of the United States, can again become strong nations of free men rather than slaves.

The momentous question is "What can we do to change this prevalent attitude of defeatism and the belief that America is only interested in its own future foreign trade and its protection against Russian Communism, rather than in the welfare of Europe?"

To counteract this defeatism and this suspicion of American motives, which is frequently deliberately fostered by malicious lies emanating from inside the iron curtain, we must prove that American private capitalism has a soul, or

high ideals, principles of action and rules of conduct without which no nation can be truly free. American capitalism rests on the inherent conviction that justice requires that man should reap where he has sown; that the products of his labor, his sacrifice and foresight belong to him as an individual. It has been nurtured and maintained by the free economic activity based on that conviction. It has survived many ideological and experimental attacks, and the doubts, fears and warnings of men in high places only because the capitalistic principle has yielded the highest production of wealth for all in the national group and for each member of that group.

Measured by the billions in gifts it has bestowed on other nations in times of disaster and by its ingenuity and hard work in two world wars to prevent tyranny—all without asking for domination or territory—the soul of American capitalism is revealed in its true light. Is it not now time that our government dinned into the ears of doubters the evidence that American capitalism does have permanency based on principles? In revealing our principles we should demonstrate that American capitalism does not require continually expanding foreign markets for its survival but is a champion of human freedom among all nations. If government is to carry out this educational program to help the administrator of the ERP agency do a successful job, we who are charged with the leadership of American business must join with other thought leaders to insist that these seeds of true understanding are widely sown at home and abroad.

Since it is largely through a misunderstanding of motives and purposes that friendship between nations is destroyed, we cannot afford, rich as we are, to export equipment and food without exporting an understanding that our motives are to preserve human freedom rather than to expand the powers of a seemingly charitable empire-building Uncle Sam. Unless we firmly meet and drown out the hostile voice of the Comintern, by our own inspirational actions and declarations, every commitment we make, whether it be economic or military, will likely be misunderstood both at home and abroad.

The time for compromise, indecision, balancing of concessions between the right and left and the unjust diversion of wealth through taxation from those who earn it to those who demand it, is past. Our intellectual leadership must somehow be reinculated with the true principles of capitalism and induced to give them a clear voice that can be heard and understood throughout the world. Although admitting that American capitalism is not perfect our leadership should make it clear to the world that its progress toward perfection must be made through correcting unjust competition rather than changing to some other governmental system.

Only by convincing our nation's leaders of the need to make the soul of American capitalism articulate will this nation be able to assume the true leadership the liberty loving people of the world so desperately need.

# Gardening for Exercise and Abundance

By M. M. MOORE, Staff Writer

THE "Victory" Garden of wartime has this year given way to the "Freedom" Garden, with the urgencies of the world food situation keynoting the nation's effort to meet a goal of twenty-million Freedom Gardens for 1948.

With so much of the world suffering from hunger and malnutrition, and with the productive facilities of war-ravaged lands only partially restored, Americans are again being asked to share their relative abundance of foods with less fortunate people abroad.

The long-range objectives of improving health and nutritional standards through the activity of gardening and consumption of fruits and vegetables and the improvement and beautification of home grounds and community surroundings again play an important role in the national garden program.

The home and community improvement and productive phases of gardening are but a part of the gains to be realized from an active program. Home gardening can mean much more to a family than merely a source of food. It provides healthful recreation and

education for every member of the family. It develops teamwork and fellowship between family members of all ages.

The support of civic, industrial and business leaders in a community is required to initiate action and to maintain continuing enthusiasm and interest in a community-wide gardening program. Much of Connecticut's industrial management sparked the Victory Garden program through the war years by urging home gardening among their employees, and even so-called factory gardening on plots of unused company property. That same sponsorship and encouragement should again be incorporated in the employee and community relations programs planned by Connecticut industry this year.

For communities who wish to harness a common interest in gardening to foster an aggressive community-wide program, the United States Department of Agriculture suggests the following plan:

1. Meeting of leaders, and meetings with city officials, to map plans for action.
2. Enlistment of support of local government officials, industry, groups

and organizations, real estate dealers, and park boards. The latter two groups can be particularly helpful in securing land for garden plots.

3. An active Garden Information Center, designed to serve as a focal point for educational information and publicity activities.

4. Contests and prizes to stimulate program zeal. Enlist support of daily newspapers, radio, or other acceptable agencies.

5. Full participation by youth groups in planning and in programs; school gardens, special contests and shows for children.

6. Practical demonstrations, tours, and exhibits.

7. Guidance through window displays, pictorial features, etc.

8. Better homes and garden shows, harvest festivals.

9. Establishment or reactivation of food preservation centers.

The 1948 Freedom Garden Program, to be complete, must naturally be followed up with an aggressive program of food preservation. Through home storage and food preservation, the advantages of gardening are real-

(Continued on page 34)

SCENES similar to the ones pictured below must be reenacted by thousands of employees of Connecticut industries this spring and summer if we are to attain the abundance needed to hold down food prices while meeting the food requirements of many war-torn countries this year. Connecticut industrial management can cast a practical vote for freedom and for improved health and morale of their employees by encouraging the planting of "Freedom" gardens either on land provided by the company or on the employees' own land or rental area.



# Button, Button; They've Got the Buttons



A DISPLAY of unusual pictorial buttons from the extensive collection of the Waterbury Companies, Inc., Waterbury.

**A**TREASURE house of buttons is stored in the recently dedicated button museum of the Waterbury Companies, Inc., one of the oldest button-manufacturing firms in the country.

This collection is considered by button historians in Waterbury as the largest general collection of buttons in the world. More than 13,000 buttons of numerous categories are displayed on mounted frames and are expertly catalogued. In addition, some 10,000 are on temporary boards, several thousand others are in sample books, and many thousands more are strung or about to be strung.

The curator of this museum is Mrs. Florence Elizabeth Gilpatrick, who has been collecting buttons and doing research work in the button field for 12 years. She knows countless anecdotes about the rare items in the museum and how Mr. Kaynor went about buying buttons for the collection.

She points out that the third big revival of button-collecting as a hobby is now under way throughout the country and that the hobby now rates second in number of collectors. Stamp collectors are first and coins third.

Among the most interesting buttons on display at the museum is a specimen of the first order filled by the

company, then known as A. Benedict Co. This is a pewter button which has in the center a foliated "I" (for Infantry). This type of button was worn by American infantrymen in the War of 1812. There are also four buttons worn by George Washington and others on which his face is engraved. The firm has made buttons for American military men in all the wars this

country has fought since 1812. It is still making military buttons.

There are 22 types of "log cabin" buttons used for the William H. Harrison campaign in 1840. These buttons, which are among the most valuable campaign buttons, show different types of log cabins. The interesting angle in studying these buttons is that

(Continued on page 44)



THESE TWO VIEWS show the museum of the Waterbury Companies which houses what is reputed to be the largest general collection of buttons in the world.



# Costs, Prices, and Break-even Points

By CHARLES R. STEVENSON, President, Stevenson, Jordan & Harrison, Inc.

ALTHOUGH it is safe to say that practically all of the nation's large industries have concerned themselves with the problem of how to lower their present high break-even point, there is a good possibility that some of the smaller companies employing from 10 to 100, or even up to 300 or more persons, may not have had the time to give this vexing and threatening problem the consideration it deserves. Believing that this problem of costs, prices and break-even points deserves real study and planning to pave the way for possible period of reduced demand, Connecticut Industry reproduces below the important points of an address given by Mr. Stevenson at the November, 1947, meeting of the New England Council. It is at once interesting, humorous and helpful in highlighting this particular problem.

THE problems of management are many and varied and require great skill, great experience, great knowledge, and great patience. The basic problem is to operate the company one is running profitably, with due regard to the public interest. When I say public interest, I mean the interest of the workers, the buyers of your products and the suppliers of your raw materials.

To run a business profitably, the manager must have a thorough understanding of the relation that exists between costs, selling prices and volume. Generally speaking, most managers do have a pretty fair understanding of these relationships, but I believe it worth while today to review our understanding because certain things are happening that carry the possibilities of great danger and severe losses to our industrial enterprises.

Let us then renew our understanding in the simplest way possible.

Various partners and experts on our staff have developed these relationships in a highly technical way, and we have published several pamphlets dealing with these matters which we call the mathematics of management.

I am a simple-minded individual, and I have to think of these things in terms I myself can understand. Here is the way I explain these relationships to myself.

Let us assume that I have invented a simple household appliance that can be made out of material that I can buy at a local hardware store. Furthermore, to produce this appliance requires no machinery, and all that I need is a bright girl to put the parts together.

It so happens that such a girl, named Susie, lives down the road from

my house and I find that she is willing to put the parts together in my orchard, at \$1.00 apiece. The parts cost \$1.00, so I have a direct cost of \$2.00 for each appliance.

Now comes the question of how to sell the product and at what price.

I go down to the village and I see the hardware man and he says yes, he thinks he can sell a good many of these appliances. He says there is another appliance on the market that will do about the same thing but that he thinks mine is much better. He thinks, however, that we have got to make our price competitive with the competing appliance. He says he thinks he can sell our appliances for \$5.00 apiece. He wants to make 20% on the selling price, so he agrees to pay me \$4.00 apiece for my device. Very good.

I now have a nice little business. Susie is assembling ten of the appliances a day. I am paying her \$1.00 apiece, or \$10.00 a day. My materials cost me \$1.00 apiece, or \$10.00 a day, and I am selling them for \$4.00 apiece, or \$40.00 a day. I am making \$2.00 apiece, or \$20.00 a day.

However, cold weather is coming on so Susie cannot work in the orchard any longer. I have to go down to the village to rent a work place for Susie. I do so, I find a wing of a garage with a table and chair, comfortably heated, and I agree to pay \$5.00 a day for the space.

Now my situation is becoming more complicated. I can look at the thing two ways. If Susie continues to make, and the hardware man continues to buy, ten a day, I have an additional indirect cost of 50¢ an appliance, or a total cost of \$2.50, and my profit drops to the difference between \$4.00

and \$2.50, and becomes \$1.50 per appliance, or \$15.00 a day. That is one way of looking at it.

But another way of looking at it is that for my basic profit of \$2.00 each, the first 2½ appliances I make pay for the space and I make my basic profit of \$2.00 on the other 7½ units. In other words, I have established a break-even point of 2½ units. If I make and sell less than 2½ units, I lose money. If I make and sell more than 2½ units, I save all of the increment profit of \$2.00 each on the other 7½.

Let us now establish a couple of definitions.

"Direct Cost" is the out-of-pocket cost for labor and material. These direct costs remain the same for each article produced, no matter how many of an article we make and sell.

"Indirect Cost" is the money we spend over and above our Direct Cost. The amounts so spent generally remain fixed and are sometimes called "Fixed Costs." But when applied to unit of the product, the amount charged to each unit of product varies with the number produced. Thus, if I have an indirect or fixed expenditure of \$5.00 a day, the indirect or variable cost becomes 50¢ each if we make 10, or \$2.00 each if we make 2½.

Increment profit is the difference between the direct or fixed cost and the selling price. Out of this increment profit must come the indirect or variable costs.

Well, let's go back to Susie and the appliance shop.

The hardware man tells me he cannot sell my appliance for \$5.00 any more because a new competitive device has been placed on the market that retails for \$4.00, and that if I want to sell any of my devices he has got to meet that price. However, he says he will still be satisfied with his 20% margin, so I agree to reduce my price to him to \$3.20.

Now my whole situation has changed. My direct cost remains at \$2.00 but my increment profit has dropped to \$1.20, my indirect cost remains at \$5.00 a day and I now have to make 4 1/16 appliances before I can save any of my increment profit.

In other words, my break-even point is now 4 1/16 devices instead of 2 1/2.

I continue to make my increment profit of \$1.20 on 5 5/6 devices, or \$7.00 a day. Not so good. But worse is coming.

Susie says she will not make the devices for \$1.00 any more; she wants \$1.25. I say I cannot afford to pay it, that she is making good money at \$10.00 a day, and that I can get plenty of other people to do the job for \$1.00. "Oh, no, you won't," she says. "Why not," I ask. "Because I will walk up and down in front of the shop and pull the hair of any girl that comes near the place." "You can't do that," I tell her, "I'll have the policeman lock you up." "Oh, no, you won't," she says. "Why not," I inquire. "Because I and my family and friends have more votes than any other group in the village; we elected him and if he touches me, out he will go." She has me there, and I agree to pay her \$1.25.

Worse is coming.

The hardware man from whom I buy my parts comes to see me. "Sorry," he says, "I have got to get more money for the parts." "How much," I ask. "25¢ more," he says, "making \$1.25 in all." I squirm around a good deal, talk to hardware men in other villages, but it all ends by my agreeing to pay him \$1.25.

Now what is my situation?

My direct costs have increased from \$2.00 per unit to \$2.50 a unit, and my increment profit has declined from \$1.20 to 70¢, the difference between my selling price of \$3.20 and my direct cost of \$2.50.

My indirect cost remains at \$5.00 a day. And I now have to sell seven and a fraction appliances a day to make the \$5.00. I am now making a profit of 70¢ each on three appliances, or \$2.10 a day. Something has to be done.

I go to see the hardware man. I tell him I have got to increase my price because my costs have gone up. He agrees that this is fair, but tells me if we raise the price we will cut down the sales. "Suppose we make the price \$4.50 instead of \$4.00. That just covers the 50¢ increase in the direct cost. You pay me \$3.60 instead of \$3.20 and I will absorb 10¢ of the increase myself." I thought this would be pretty good for it would increase my increment profit to \$1.10 each. How many could we sell at that price? "Well," he says, "I don't know but I should think about seven." "Well then," I say, "that will be a little better

because I will make an increment profit of \$7.70 a day, my direct cost will still be \$5.00 and I will make \$2.70 a day. Not too good but better." That is, it was better until the garage man came along and raised my rent \$1.00 a day, so my indirect cost is now \$6.00.

With my increment profit at \$1.10, my break-even point is now 5 1/2 devices a day and my retained profit is \$1.70.

Now all this probably sounds very childish and elemental, and of course it is. But I do think that sometimes over-simplification is worthwhile. It enables us to brush away a lot of complications and unessentials, and to look at the bare bones of our problem.

All business simply repeats with endless variety, endless complications, endless difficulties, the story of my device and Susie.

It seems to me that perhaps the most important thing for management today is to so arrange its accounting and control records that the basic facts of business are constantly accurate and understandable. This is not an easy task.

Direct costs vary with human efficiency, with technological developments, with shrewd purchasing, with economic use of thousands of materials. But note this—there is always an ascertainable direct cost for labor and material for every article manufactured.

Selling prices will seldom be made on the basis of costs and scientific study of market acceptance. Selling prices are made through custom, usage, the interplay of competition, and by balancing greed for profit against the fear of lost volume. After all, there always is a selling price and the increment profit is the difference between the selling price and the direct cost.

Out of this increment profit must come the indirect costs. Indirect costs cover a multitude of expenditures—depreciation, maintenance and repairs, indirect labor, supervision, selling, advertising—all sorts of expenditures. Many of these expenditures can be moved up or down in relation to volume, but they are not direct costs and must come out of increment profit.

In the years that have passed since the beginning of the war in 1939, strange things have happened to American business. Competition has been almost negligible. We have been operating in a seller's market. We have been able to secure sufficient volume to run our plants at practical capacity. Selling prices have been controlled by

good judgment on the part of business, by social consciousness and, during the war years, by OPA. During these years all of our costs have increased. Direct costs have increased seventy to eighty per cent. These increases have been due to the increased wages that we are paying our workers, and to the increased costs of raw materials brought about by the increased wages which our material suppliers have had to pay their workers.

Practically all direct costs simply reflect the cost of labor. Everything we buy is a product of labor, and as labor goes up for us and goes up for others, they must increase the price of their products in the same way that we have had to increase the price of our products.

Not only have our direct costs gone up but our indirect costs have gone up. Wages for indirect workers have increased in the same way that wages have increased for direct workers. Salaries for clerical workers and for our supervisory forces have increased, not to the same extent, but largely.

Costs of supplies have increased. Costs of selling have increased. We ourselves as managers have allowed indirect costs to increase on the mistaken theory that the Government pays a substantial part of them through the heavy taxes that have been assessed against industry.

Leaving out for the moment the effect of increased money supply, we can see that these conditions have required substantial increases in our prices. We have struggled to retain increment profit, and I think in most cases we have retained it.

But as the indirect costs have increased, our break-even point has been constantly pushed higher. If a company's break-even point is at 60% or 65% of capacity (where a good many companies' break-even points were before the war) it can readily be seen what a dangerous situation now exists where the break-even points of many of our companies have been pushed up to 85% or 90%.

True, the increment profit on the last 10% or 15% gives very satisfactory returns on investment, and many of our companies are making very satisfactory profits because they are running at practical capacity.

What is going to happen to these companies at the first decline in volume of business? Remember that just as profits pile up terrifically when one goes over the break-even point, losses

(Continued on page 34)

# Needed: Jobs for the Tuberculous

By J. W. HEKELEY, State Supervisor, Rehabilitation of the Tuberculous, Division of Rehabilitation

THE employee is a prime consideration in business today. A good employee is one of industry's most important assets. The factory, machines, material and market can be fully utilized only if the employer has a good working force. It should be noted that highly skilled men and women are often overlooked by industry because they have some disability.

I wish to make particular mention of the tuberculous who are physically able to start work on a part-time basis and the contribution they are able to make to industry if given a chance. We appreciate the opportunities industry has given the tuberculous who are able to be employed on a full-time basis; nevertheless, there remains a large number in this group who are physically able to work but who must start on a part-time basis.

One reason advanced by industry for not hiring people with limited work tolerance is that the part-time worker is difficult to fit into the shop or office routine. However, the problem encountered here is not very different from that involved in the adjustment of a new employee. In most cases, it is reasonable to expect that the peak efficiency of a new worker will not be reached within a few days, and that in some instances it will require weeks. Similarly, it may be said of the tuberculous worker that he is on a part-time basis only until he develops tolerance for a full day's work—a goal which he may soon attain. In most instances, in a short time the part-time worker becomes a very efficient employee whose quality and quantity of work is comparable to that of others and whose loyalty and constancy are unquestionably above average.

Certainly society as a whole benefits from the dividend which such a reclaimed worker represents. Not only does it give the individual an opportunity to take his rightful place in society, but it saves the taxpayer money by avoiding the expense of hospitalizing the worker and caring for his dependent family. In other words, the taxpayer should realize that he is paying for the support of many persons who are not able to secure suitable jobs and who because of



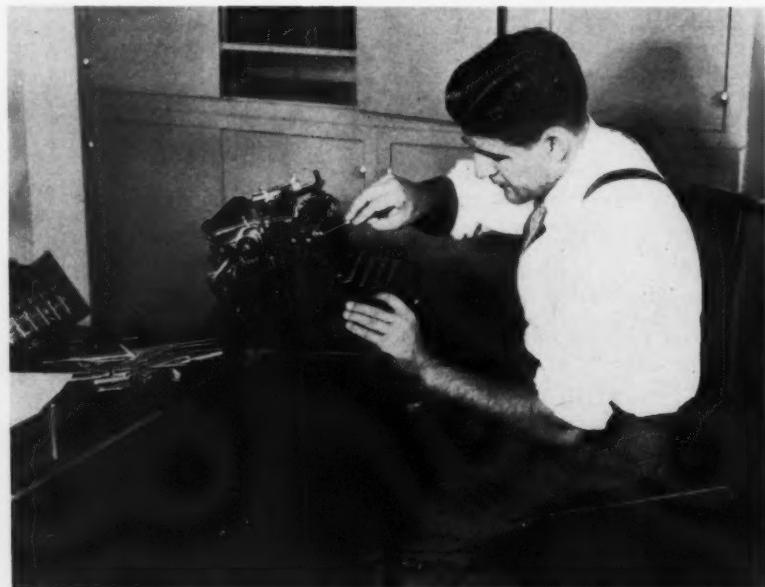
IN TRAINING—Training is provided to enable client to qualify for employment as maintenance man on office machinery.

maladjustment have a recurrence of the disease.

The Division of Rehabilitation provides services to the tuberculous for the express purpose of preparing them for employment. The Division of Rehabilitation evaluates the vocational assets of the individual, provides training, when necessary, for specific types of jobs and has available pertinent vocational and diagnostic information on each applicant.

The Division of Rehabilitation makes no attempt to place workers in positions for which they are not qualified. In fact, the Division insists that qualifying factors be scientifically determined in each case, and, if necessary, that training be provided to enable the individual to qualify if he or she has definite aptitudes in a specific field. The record of the past ten years offers definite evidence of satisfactory performance on the part of hundreds of these applicants. The present lack of employment opportunities for this group constitutes a serious problem. The solution will benefit not only the worker but industry and the State as a whole. However, industry holds the key which can unlock employment opportunities for persons physically impaired by tuberculosis.

The Division of Rehabilitation stands ready to cooperate with industry in every way possible in solving the problem of employing the tuberculous. Any question which a prospective employer may have should be referred to this Division. We believe that much can be accomplished for Connecticut's physically handicapped through co-operative planning for their employment.



ON THE JOB—Client has completed training and is now employed. Employer states the quality and quantity of work is satisfactory.

# First Industrial Recreation Clinic Held in New Britain

THAT there is a rapidly increasing interest in industrial recreation programs was indicated by the number of representatives who attended the One Day Industrial Recreation Clinic held in New Britain January 21, 1947, under the sponsorship of the New Britain Y. M. C. A. Industrial Council.

Originally set up to provide information regarding various phases of industrial recreation to plants in the central Connecticut area, the clinic was thrown open to all industries in the state after requests to attend had been received from plants situated in other localities.

The clinic was so planned that representatives received a maximum amount of information during the twelve hours the clinic was in session. The 69 delegates who represented 37 Connecticut industries, 6 Y. M. C. A.'s, the New York, New Haven & Hartford Railroad and one town recreation department, in addition to having the opportunity of hearing speakers on many subjects pertaining to industrial recreation were supplied with a voluminous amount of mimeographed and printed material to assist them in setting up or expanding programs in their respective plants.

Following the welcome extended by Everett R. Johnson, general secretary of the New Britain "Y", a county fair system of round table discussions got under way. The delegates were divided into groups and the various subjects were covered several times so that each representative had the opportunity of participating in the six sessions. The subjects covered were: Programs for Women, Mrs. Grace Collins, Director of Women's Activities, Landers, Frary & Clark; Selling Industrial Recreation to Management, Arthur Johnson, Employment Manager, New Britain Machine Company; New Trends and Ideas in Industrial Recreation, John E. Tobin, Time Study Engineer, Corbin Cabinet Lock Division, American Hardware and Chairman of the "Y" Industrial Recreation Committee; Finding and Maintaining Interest, Eben Strong, Jr., "Y" Industrial Secretary; Programs For Older Employees, Arthur Maltman, Director of Training,



RECREATION FOR OLDER EMPLOYEES is the topic of discussion under the leadership of Arthur Maltman, Director of Training, Fafnir Bearing Company, during the one day Industrial Recreation Clinic conducted by the New Britain Y. M. C. A. Industrial Council.

Fafnir Bearing Company; Procurement and Maintenance of Facilities, William Cullen, Chemical Engineer, The Stanley Works.

Roy C. Oldershaw, Personnel Manager of the Skinner Chuck Company and President of the Y. M. C. A. Industrial Counsel, served as chairman of the luncheon meeting at which Clarence Brewer, field representative of the National Recreation Association, spoke. His subject was, "Do's and Do Not's of Industrial Recreation."

At the first session in the afternoon Albert Havlick of the Fafnir Bearing Company served as chairman at a meeting during which the discussions conducted in the morning were summarized by the various group leaders. Following that Robert Baker, Recreation Director of The Stanley Works, spoke on Organizing and Administering a Recreation Program. Later Fred Martin, Assistant Personnel Director, The Stanley Works, spoke on Finance.

(Continued on page 32)



LUNCHEON MEETING at the One-day Industrial Recreation Clinic conducted by Recreation Committee of the Y. M. C. A. Industrial Council, New Britain, Connecticut.

# New Industries of Connecticut

This article, one of a series, combines an old company foundation with new ideas of new management.

SORENSEN & PETERS was originally established in 1880 under the name of H. G. Shepard & Sons of New Haven, Conn. It was purchased in 1932 by Pratt, Read & Company of Ivoryton, Conn., and during the war years was devoted to the manufacture of landing skids for C-4A troop gliders and other bent parts of gliders. In 1945, Ernest A. Peters and Chris P. Sorensen, both of whom were in the employ of Pratt, Read & Company (Mr. Peters as Production Manager of the Experimental Department and Mr. Sorensen as Woodworking Supervisor), purchased the woodbending division from Pratt, Read & Co. and moved it to Mechanic Street, Pawcatuck, Conn., where it is now located.

The original owners, Shephard & Sons, catered wholly to specialized wood bendings for the carriage trade and some very specialized furniture bendings. One of the main outlets in those days, as well as now, was supplying the various bent wood parts for the horse-racing sulky trade. Practically all the different parts of a racing sulky are composed of bent wood, in-

EQUIPMENT for steaming and bending of the wood is of the most modern type. Illustration below shows a bending press.



PLANT OF Sorensen & Peters, Pawcatuck, Conn., where specialized wood bending is carried on.

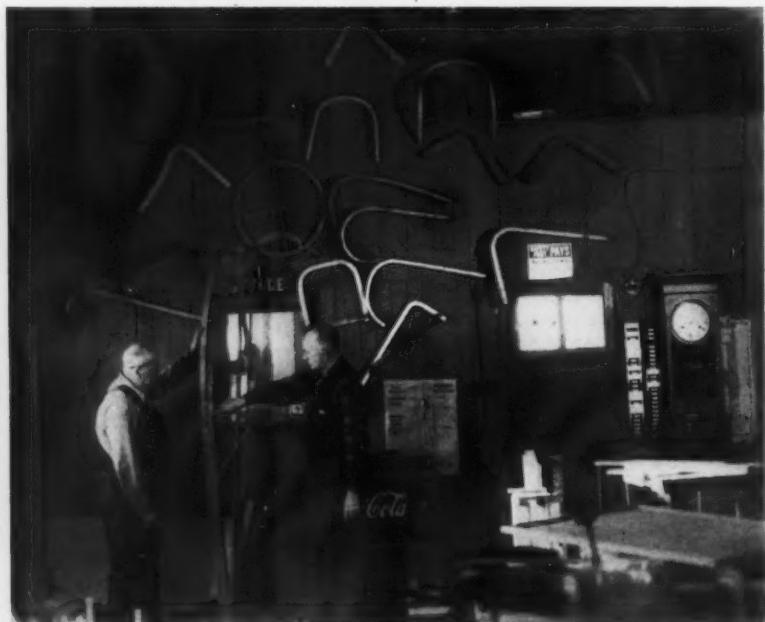
corporating double and compound bends.

Since the business has been taken over by its new owners, Sorensen and Peters, Inc., many additional wood-bending presses have been installed and the company now supplies many large furniture factories with bent wood parts. These parts are shipped all over the country for a wide variety of uses.

A brief listing follows: boomerangs, plow handles, truck bows, boat stems, chair backs, hockey sticks, bent arms for living-room suites, wheelhouseings, etc. Some of the large consumers of bent products are manufacturers of restaurant and hotel chairs, such as Chairmasters, Inc., and Eastern Equipment Sales Co., both of New York

(Continued on page 31)

A SAMPLING of wood bending jobs handled by Sorensen & Peters. The company shapes wood to the required shapes for everything from boomerangs to boat stems.



## The Cover



# NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

**THE UNIQUE YEAR - LONG EXHIBIT** of the New Haven Railroad, featuring a typical New England village where compact Southern New England will show its products, some in the actual process of manufacture, was officially opened on Friday, February 17, on the east balcony of Grand Central Terminal, New York.

After a grand preview with music and a half-hour radio show, the exhibit was opened to the public, free of charge, daily from 10 to 10.

Many of the machines whose whirring and humming have contributed to make Southern New England the nation's most highly concentrated industrial area, will be displayed in operation on "Main Street—Southern New England." At other exhibits, old-time New England hand craftsmen are seen actually at work doing jobs which still require the skills handed down for generations.

Howard S. Palmer, president of the New Haven Railroad; Grover Whalen, New York's official greeter; Norris W. Ford, executive vice president of the Manufacturers Association of Connecticut; William J. Russell, director of the New York State Department of Commerce; Harold W. Tucker, president of Associated Industries of Rhode Island; and Roy Williams of Massachusetts, representing state in-

dustrial commissions, participated in the radio broadcast marking the official opening of the exhibit.

Among the industries represented for the first month of the exhibit are: R. Wallace & Sons Manufacturing Company, Wallingford; William L. Gilbert Clock Corporation, Winsted; New Departure Company, Bristol; Pepperidge Farm Incorporated; Underwood Corporation, Hartford; Fuller Brush Company, Hartford; and Veeder-Root Corporation, Hartford.

★ ★ ★

**PRODUCTION OF** Hamilton Standard Propellers' new hollow-steel blade rose to a new high during the last half of 1947, surpassing during one month the production of duralumin blades, according to the division's general manager, Erle Martin.

Hamilton Standard has worked out several revolutionary new manufacturing processes in evolving the design of the blade, which comprises a shell with a central spar as its main stress-carrying member. The blade's air spaces are filled with a hard sponge synthetic rubber to increase sectional rigidity.

The new type blades are now flying on Martin 202s, Lockheed 649 Gold Plate Constellations and the Consolidated Vultee 240. They will also be

used on U. S. Air Force and U. S. Navy aircraft.

THIS MONTH'S COVER will remind C. I. readers that the season is again at hand for Izaak Waltons to test their skill on stream and lake. For young and old alike, the fascination of trying to outwit the wary trout is as persistent as ever and, although creels be empty, there are few true sportsmen who will deny that angling holds more pleasure than the catch itself. Photo by Josef Scaylea.

★ ★ ★

**THE ANNUAL STATEMENT** of the Connecticut Power Company, New London, reveals that the company plans extensive plant improvements in the next two years to cost \$4.2 million. In connection with the statement Samuel Ferguson, chairman of the board, announced that the expansion program includes new steam boiler capacity at Stamford and major system improvements in Manchester, Middletown, New London, Torrington and elsewhere in the territory served.

The statement reported operating revenue of \$11,871,549 for 1947 as compared with \$10,621,490 in 1946. Expenses, including depreciation and

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## What Is Management Doing About The High Break-Even Point?

While it is conceded that wage increases and high material costs—the principal causes of the current high break-even point—are beyond management's control, stockholders want to know what measures are being taken to reduce the ratio of costs to sales volume.

A policy of "wait and see" means that current profits are threatened both by the impending third round of wage increases and by declines in demand and prices which are sure to come.

An alert, aggressive policy, on the other hand, can make of this emergency an opportunity not only to increase the immediate security of the company, but also to strengthen it for the years of keen competition ahead.

Of the eight basic ways to reduce the break-even point, some may be difficult for many companies to apply. They must be studied nevertheless for whatever advantage they can offer.

One way, however, is available to every company and, if applied with discernment and experience, not only assures relief in the immediate future, but produces increasing returns over the years.

We will gladly discuss, without obligation on your part, how you may successfully reduce your break-even point.

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taxes were \$9,887,994 in 1947 as compared with \$8,006,172 in 1946.

★ ★ ★

**THE CUSHMAN CHUCK COMPANY** of Hartford, has announced an entirely new series of high speed air cylinders as an addition to the complete line of Cushman air-operated power chucking equipment.

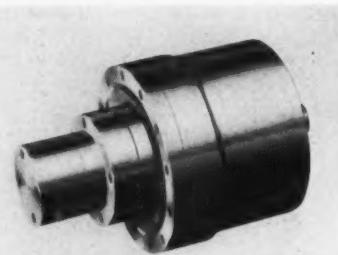
Designed especially to meet the needs of advanced machine tool applications the high speed cylinders are said to assure trouble-free service under conditions where previous designs have proved inadequate.

Cylinder bodies are aluminum alloy forgings of high tensile strength and are finished with lapped bores assuring an efficient air seal. They are available in the 4½", 6" and 8" sizes.

★ ★ ★

**ENGINEERED TO CUT MAINTENANCE COSTS**, Federal NOARK motor starters, manufactured by Federal Electric Products Co., Newark and Hartford, are designed to reduce substantially the time necessary to renew contacts.

The motor starters incorporate a simplified responsive element, ball bearing action, and a rapid method of coil replacement. Its simple operation is described this way: When one end of the solid silver contact is pressed down, the whole contact slides out of its groove without effort. The new contact slides in just as easily.



The Federal NOARK Motor Starter

★ ★ ★

**THE BOARD OF DIRECTORS** of Hartford-Empire Company, Hartford, have elected John R. Hobson secretary of the company to succeed Arthur T. Safford, Jr., who has been made executive vice president of Plax Corporation, wholly owned subsidiary of Hartford-Empire. Miss Margaret E. Olmsted was elected assistant secretary of

Hartford-Empire, succeeding Mr. Hobson.

Mr. Safford joined the company in 1928 as assistant secretary, after study at the Harvard Law School. He became secretary in 1931 and general counsel in 1945. Since 1942 he has also served as vice president and general manager of Plax Corporation.

Mr. Hobson joined the firm's patent department in 1929 and became assistant secretary in 1941. A native of Washington, D. C., he attended George Washington University there.

A graduate of Colby Junior College and Goucher College, Miss Olmsted joined Hartford Empire in 1938.

★ ★ ★

**ELMER P. BRADLEY**, vice president and general manager of Southern New England Telephone Company, New Haven, retired recently, after 41 years of service to the telephone industry. He is being succeeded by Lucius S. Rowe, formerly assistant general manager.

After 17 years' experience in New York and New Jersey, Mr. Bradley joined the Connecticut firm in 1924, and played a major role in that company's consistent growth in facilities and service.

★ ★ ★

**THE AMERICAN DYEING CORPORATION**, Rockville, has recently purchased three pieces of property, including the main buildings, power house, cement mill and water power equipment now being used by the corporation.

The second is a building formerly used for storage, with an overhead passageway to the main building. The third is an island in Paper Mill Pond. The company has been operating in Rockville since November, 1936.

★ ★ ★

**A TIRE OF SUPER SIZE** for greater comfort and ease of operation was placed in production recently by the Norwalk Tire and Rubber Co., Norwalk. This new product will be constructed of 67 per cent natural rubber, as compared to the approximately 50 per cent used in building tires now.

According to John W. Whitehead, president of the company, the improved tire has 26 per cent more air volume and will yield up to 34 per cent more mileage.

The "Super-Aircraft," as the new tire has been named, will mean less driving fatigue, less brake pressure and

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# FULLER RESEARCH



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better steering. President Whitehead estimated that within two years the new tire will be in general use throughout the nation.

★ ★ ★

**PLASTIC MANUFACTURERS, INC.**, Stamford, announced recently the appointment of Monroe G. Smith as treasurer and secretary of the firm.

Mr. Smith, a graduate of the University of Pennsylvania, served during the war as a special agent of the Federal Bureau of Investigation and was formerly assistant comptroller of Standard Brands, Inc., New York.

He replaces Ernest Johnson, who resigned from the firm recently.

★ ★ ★

**PURCHASE OF THE OPERATING ASSETS** of the William Schollhorn Co., New Haven, by Sargent and Company, was recently announced by executives of both firms.

The purchase included Schollhorn trade marks and patents and the rights to continue the manufacture of the nationally famous Schollhorn and Bernard pliers and special purpose tools. Included also are machinery and other assets but not the building.

The 200 employees of the Schollhorn company will continue to be employed under the new ownership.

★ ★ ★

**IT'S DIFFICULT TO BELIEVE** that there exists a test tube weighing nearly 15 tons. But such a test tube, 43 feet long, was recently manufactured by Industrial Sound Control,

Hartford, specialists in making sound control equipment.

Carl W. Lemmerman, head of the firm, revealed that the huge tube was custom-built from perforated metals to meet the stringent requirements of highly advanced experimentation with "ram jet" aircraft motors.

Ram jet motors, because they generate as much as 3,000 degrees of heat and expel gases at the rate of 3,000 miles per hour, cannot be tested safely in anything but these specially built tubes.

Industrial Sound Control, established by Mr. Lemmerman in 1936, is said to handle about 90 per cent of the aircraft test cell installations in the United States and Canada.

★ ★ ★

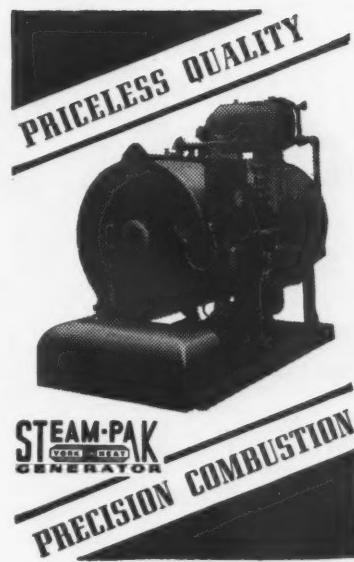
**BURDON P. HYDE**, vice president of the Scovill Manufacturing Company, Waterbury, since 1938, died recently in Waterbury Hospital.

A prominent figure in local civic and municipal affairs, Mr. Hyde played an important part in the reorganization of the Waterbury YMCA. He was a trustee of Taft School, from which he was graduated, for many years, and was also a trustee of Saint Margaret's School until his death.

He was graduated from Sheffield Scientific School, Yale University, in 1908, and became associated with Scovill that same year.

★ ★ ★

**CASH AWARDS** totalling \$10,197.28 were paid during 1947 to employees of the Pratt and Whitney Air-



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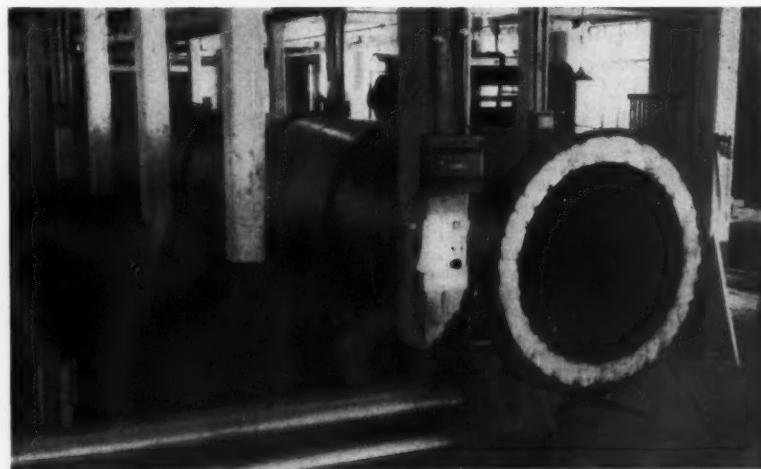
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the effort. He never needs to interrupt my important work. His letters, telegrams, memos . . . yes, even his *telephone conversations* are recorded by SOUNDSCRIBER. And . . . he says that SOUNDSCRIBER has made me a *better secretary* . . . more valuable to him. Now we're a perfect team.

"Best of all . . . with SOUNDSCRIBER *my business day ends at quitting time*. If the Boss has after-hours work . . . SOUNDSCRIBER does it.

"Take a tip from a girl who knows; have that SOUNDSCRIBER man see *your Boss*!"



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ELECTRONIC DICTATING AND RECORDING EQUIPMENT

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[ 18 ]

craft Division of United Aircraft Corporation, East Hartford, under a new employee suggestion plan which went into effect last March 17.

Of the 375 awards made during 1947, the highest, \$679.43 went to Joseph Blanchard for suggesting an improvement in a grinding operation.

Under the plan, if the savings effected by the suggestion can be measured in terms of dollars, the contributor receives a percentage of the gross saving estimated to be made by the division in the six months immediately following its implementation.

★ ★ ★

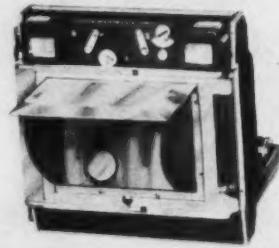
**RETRACTILE TEST LEADS** have recently been added to the product line of Koiled Kords, Inc., Hamden. These test leads, in the conventional red and black colors, are made in forty-eight inch retracted lengths which will extend to twenty feet.

According to the maker, any type of test lead terminals may be applied to Koiled Kords as easily as to straight cord.

★ ★ ★

**AT THE PLANTS OF** The Kalart Company, Inc., Stamford and Plainville, the Kalart Camera, or "the camera of tomorrow," as company officials call it, is now in production.

Significantly, the designers and manufacturers of the Kalart camera started their business careers as com-



**THE PROGRESSIVE NEW** type camera now being produced by The Kalart Company, Inc., at its plants in Stamford and Plainville.

mercial photographers. They became manufacturers of photographic equipment because of a deep-felt desire to take the guesswork out of photography so that the man behind the camera would be free to concentrate on his subject without the worry of technical problems.

The company's first products include the Kalart Range Finder, the first synchronized range finder ever produced; the Kalart Speed Flash and the Kalart Focuspot. With these Kalart camera accessories gaining acceptance of professional and amateur photographers, the idea of developing a camera with these units built in, rather than attached as "afterthoughts," was born.

While the Kalart camera was still in its dream stage, Kalart decided to get the opinions of about 10,000 leading professional and amateur photographers concerning the ideal "camera of tomorrow."

The new camera which is now in production embodies many of those ideas, and is outstanding in that the accessories of yesterday are built in and made an integral part of the camera. It is compact, light in weight and balanced for easy handling.

★ ★ ★

**MILTON L. GEARING**, general manager of the New Departure Division of General Motors, recently announced the retirement of Charles R. Anderson of Bristol, as divisional comptroller for the company. George A. Stout of Grand Blanc, Michigan, has been appointed as his successor.

Mr. Anderson has been associated with the New Departure Division since 1901. In 1921 he became a director of the company and its resident comptroller. When the company was made an operating division of General Motors in 1933, he was elevated to the position of divisional comptroller.

★ ★' ★

**THE FOLLOWING EXECUTIVE PERSONNEL CHANGES** have recently been announced by Howard S. Palmer, president of the New Haven Railroad:

George T. Carmichael, appointed executive assistant in addition to his duties as vice president in charge of the accounting, public relations, advertising and industrial development departments.

Ernest C. Nickerson, formerly general traffic manager, appointed to the position of vice president in charge of the traffic department.

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# *Americans Still Have That Certain Touch*



Back in the days when enterprising Americans were pushing bands of steel from coast to coast, opening up vast new resources of natural wealth in the oil fields of Texas, the Mesabi iron ore range, and the timberlands of the Northwest, it appeared that all Americans had a charmed touch. Everything to which we set our hands, hearts and minds turned primitive resources into benefits for mankind almost overnight.

There are some among us today who take the dire view that America is a "has been". That our country has been milked dry of the spiritual and intellectual vigor which characterized its pioneer days, as well as our natural resources. Some even proclaim that our American way of life, with its emphasis on the rights and dignity of individual men, is anachronistic in a world which seems to put so much store in exaltation of the State.

Yet, despite the stresses and strains of the post-war period, our country stands head and shoulders above the rest of the world in terms of material goods and just as obviously in the realm of social progress. There is no limit to how high a man may aspire and he doesn't need a Party card to reach the top.

In no other country in the world do people enjoy as high a standard of living as we do here. Nowhere else are people protected and respected so much as individuals. And in no other nation does the future look so bright and hold forth so many promising opportunities as in America. Working together, our prospects are limitless. For we still have that certain touch.

**GENERAL  ELECTRIC**  
**AN IMPORTANT PART OF CONNECTICUT**

J. Frank Doolan, formerly assistant to the president, appointed vice president in charge of operating, maintenance and engineering departments.

Henry F. McCarthy, formerly executive assistant to president, appointed resident vice president, representing the company in Eastern Massachusetts, with headquarters at Boston, Mass.

★ ★ ★

**WHITNEY CHAIN AND MANUFACTURING COMPANY** and Hanson Whitney Machine Company, Hartford, have recently merged into Whitney-Hanson Industries, Inc. According to Winthrop H. Whitney, board chairman of the new company, each company will be operated as a separate division of the new corporation. Together they have an employment of about 1,000 persons.

In addition to serving as chairman of the new board, Mr. Whitney will be general manager of the Whitney Chain division, while Einar A. Hanson, who has been president of Hanson-Whitney, will be president of the new corporation. Other officers of the new corporation are: Leon B. Reed,

executive vice president; Park C. Boyd, secretary; Gordon F. Gilmore, treasurer, and Harry C. Darling, assistant treasurer.

★ ★ ★

**THE ELECTION OF** Joseph J. Thayer, as director and vice president in charge of the box division of Heminway Corp., Waterbury, was announced recently by the company.

A native of Indiana, Mr. Thayer is a graduate of Purdue University. He was formerly chief engineer with J. L. Ferguson Co., Joliet, Illinois, and later was associated with General Foods Corp. for 15 years. Before joining the Waterbury firm he served as plant manager of the South Bend, Indiana plant of the Oliver Corp.

★ ★ ★

**TWO NEW CHANGES** in the executive staff of Niles-Bement-Pond Company, West Hartford, have been announced by Frederick U. Conard, president.

Leslie McArthur, manager of Chandler-Evans Division, was elected a vice

president, and J. L. Byrom was named to the post of manager of the division, succeeding Mr. McArthur.

The new vice president was educated in Scotland and came to this country in 1911. He was associated with Price Waterhouse & Co. until 1913 and later became vice president and general manager of Stewart Warner Corporation. In 1943 he joined the Underwood Corporation as executive assistant. He has been with the West Hartford firm since 1947.

Well known in the fields of engineering and production, Mr. Byrom joined the Chandler-Evans Division as a production and engineering executive in July, 1947. He had previously been associated with the Underwood Corporation, National Carbon Company, as well as Remington, Savage and Ithaca Gun companies.

At the same time Mr. Conard announced the resignation of Richard F. V. Stanton, vice president and assistant sales manager of machine tools.

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called for recently by Austin S. Igleheart, president of the General Foods Corporation, speaking before the annual dinner of the Traffic Club of New York.

Mr. Igleheart scored management as a whole for failing in its responsibility to develop the communication of ideas and information among people who work together in an enterprise. "Management has left open a wide hole through which its adversaries are driving half-truths and falsehoods," he said. He asked industry to support its premise in keeping people informed by building up an "affirmative faith" in what management itself is doing.

He further emphasized that: 1. Management is not doing a sufficient information job when "thirty-five million people remain unconvinced of the merit" of the system and only one

worker in five gets any facts at all about profits and wages.

2. Top management must support improved information to its employees until "every member of the term is asking questions and getting and giving answers."

3. Business heads must be frank rather than dispense half-truths or distortions of fact.

4. Managements' story must be told so that the ordinary person can understand it.

5. Business men must not be afraid to speak boldly and not be afraid to present their side of the question in controversial issues.

6. Management should be willing "to put time, effort and money into the task of vindicating itself before a questioning public."

THE GALLUP POLL has developed some interesting facts regarding the acceptance of the Taft-Hartley Act. Poll results indicate that only 25% of the public now favor repeal of the act as compared to 32 last August. Six months ago 21% favored revision of the act, and that figure has now dropped to 13%. Of those who favor revision, the number who suggest pro-labor changes is nearly equalled by those who advocate more stringent control of labor.



THE LARGEST EXPANSION in the history of U. S. Electrical Motors, Inc., is taking shape in Milford, where the company's Atlantic plant is now being more than doubled in size.

With the completion of the new facilities, which is expected in June this year, several hundred employees will be added to the payroll, thus opening positions for workers residing within a commuting distance from Milford.

The plant will be steel construction, monitor type, complete with latest type lighting, cranes, conveyors, and machine tools, and with the new foundry and auxiliary buildings will add over 75,000 square feet.

The firm was founded in 1908 and has pioneered many revolutionary advances in motor design and construction, including famous AutoStart Principle, asbestos-protection of windings, hollowshaft deep well turbine pump motor and incorporation of variable speed within the motor unit.

The company's Atlantic plant in Milford was established in 1940. By centering its manufacturing in Milford, U. S. Motors has made that section of Connecticut a real motor center. A staff of factory service engineers cover the entire eastern area to study the requirements of customers and make recommendations based upon reliable engineering knowledge.

Frank M. Mason, newly appointed vice president and general manager of the Atlantic plant, directs the firm's Connecticut operations.



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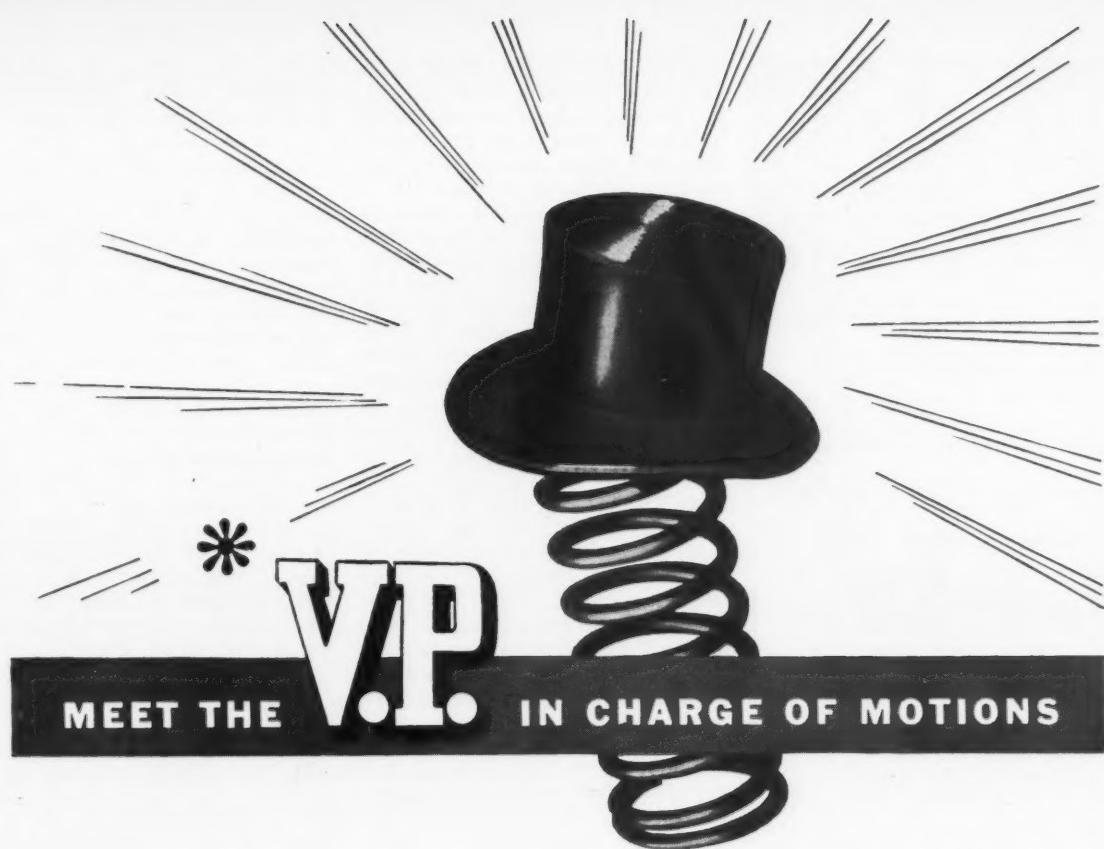
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TWO TRINITY COLLEGE classes in applied psychology visited the personnel department of New Departure Division, General Motors Corporation, recently to study and analyze the personnel operations of the company.

Francis J. Deignan, the Trinity instructor who accompanied the students, selected that company's personnel department as "the most complete and best organized in the area," for a lab session in industrial personnel work. The classes toured the personnel offices and the plant hospital, then heard short talks on various phases of the department's program.

★ ★ ★

**HARTFORD-EMPIRE COMPANY** has announced the election of three new directors to Plax Corporation, its wholly-owned subsidiary. The three men are James C. Bailey, vice president and research director of Plax; Henry E. Griffith, sales manager, and Gerard C. Heldrich, factory manager.

Mr. Griffith has also been appointed secretary.

★ ★ ★

**DEMANDS FROM FISHING LURE** manufacturers for faster production and greater economy in bending spinner shafts, prompted Special Devices, Inc., Berlin, to develop a new tool attachment for a foot press which is said to expertly handle the requirements.

The manufacturer revealed that in one operation it is possible to finish one end of a spinner shaft requiring three bends, at the rate of 1200 per hour. After bending one end, the beads and spoon assembly is placed in position and the device then bends the other end with the same speed.

While the tool attachment's labor saving and economy features will ap-

peal to most spinner manufacturers and sporting goods dealers, the manufacturer also claims that quality will be improved through uniformity of spacing, tension and length.

★ ★ ★

**DONALD F. CARPENTER**, vice president and assistant general manager of Remington Arms, Bridgeport, has been appointed deputy to Secretary of Defense Forrestal "in atomic energy matters."

Mr. Carpenter becomes the new chairman of the Military Liaison committee, thus giving the office of the Secretary of Defense representation on the group which was created before that office was set up.

Last fall, David E. Lillenthal, chairman of the U. S. Atomic Energy Commission, appointed Mr. Carpenter to a special board of industrial consultants to assist the commission in making atomic energy discoveries more quickly available to industry.

★ ★ ★

**THE STORY OF** Palmer Bros. Engines, Inc., Cos Cob, is one which describes a sense of loyalty, pride and faith in the firm's heritage. In 1887, two conservative Connecticut brothers founded the company. They used their current earnings to gradually expand their facilities and improve their products until they attained a position of leadership in the marine engine field.

In July of 1945 the company was purchased by another firm which immediately launched extravagant expansion plans which unfortunately resulted in bankruptcy.

In December, 1947, a group of friends and former employees of the old Palmer Company purchased the assets of the corporation from the receiver. With all of the company's

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former key employees back on the payroll, production has been resumed on a complete line of gasoline, diesel marine and stationery engines.

The new management is headed by Raynal C. Bolling who has been associated with the company for fifteen years as assemblyman, test engineer, sales manager, production superintendent and vice president. Frank J. Hekma is vice president and treasurer and Charles W. Pettengill was elected secretary of the new corporation.

★ ★ ★

**THE CUNO ENGINEERING CORPORATION**, Meriden, through W. N. Guthrie, general manager, announced recently that it will sponsor a boy in The Record-Guernsey Chevrolet Soap Box Derby on July 5, with preference for a son or brother of an employee.

Application forms have been distributed to employees with invitations that they have sons or brothers fill it out and return it to the company's personnel department.

In offering sponsorship to a boy, Mr. Guthrie said the Cuno Corporation will give the entrant every possible assistance allowed under the official rules, including paying the entrance fee and counsel and advice from the men in the corporation's organization.

Boys between the ages of 11 and 15, from Meriden, Wallingford and Southington, will compete for the honor of representing Meriden in Akron, Ohio. The boys must construct their own racing car to meet official specifications.

★ ★ ★

**TWO NEW EXECUTIVE PERSONNEL** appointments were recently announced by the board of directors of R. Wallace and Sons Manufacturing Company, Wallingford. Miss Edith L. Schwink has been named assistant secretary and Frank D. Wooding, Jr., assistant treasurer.

Miss Schwink joined the Wallingford Company, which has since been absorbed by Wallace, in 1915, and four years later transferred to Wallace. She is secretary to C. F. Thompson, treasurer of the firm.

Mr. Wooding, a graduate of Harvard University, became associated with Wallace in 1934 in its steel division. He was named to the post of credit manager in 1942.

**PLANS FOR THE CONSTRUCTION** of a new factory building by the Singer Manufacturing Company, Bridgeport, was announced recently by Jay A. Mackey, workers manager.

The building will be a five story brick and concrete factory structure, measuring 240 feet by 60 feet, identical to the one completed last year, and will be connected to the existing building by a wing.

The plant now employs 2,300 persons in the manufacture of factory sewing machines.

★ ★ ★

**TWO EMPLOYEES** of the Trumbull Electric Manufacturing Co., Plainville, Herman J. Hammerly and Clarence Deloy, have been presented with Charles A. Coffin awards for work of outstanding merit during the years 1946 and 1947.

Mr. Hammerly and Mr. Deloy, both employed by the engineering department of the company, were cited for their independent initiative in developing and employing a new method for making sample molded parts, which saved up to 92 per cent of the previous cost and time. The awards were cited by W. J. Fleming, vice president in charge of engineering.

E. T. Carlson, president of the company, stated that the Charles A. Coffin awards, named for the first president and one of the founders of the General Electric Co., carry a certificate and a cash honorarium in recognition of accomplishments of unusual merit by employees of the General Electric Co. and its affiliates.

Mr. Hammerly, a graduate of Wentworth Institute, has been associated with the Trumbull company as a development and design engineer since 1927. A model maker in the experimental division of the engineering department, Mr. Deloy has served the company for 20 years.

★ ★ ★

**MORE THAN 300 SAFETY ENGINEERS** representing state industries, participated in the third annual Connecticut Industrial Safety conference, held recently at the Hotel Barnum, Bridgeport.

Among the speakers scheduled for the event were Ralph J. Crosby, manager of the Safety Engineering department, Marsh and McLennan, Inc., New York; Dr. Walter A. Cutter, Center of Safety Education, New York University; H. W. Heinrich, assistant superintendent of the engineering and



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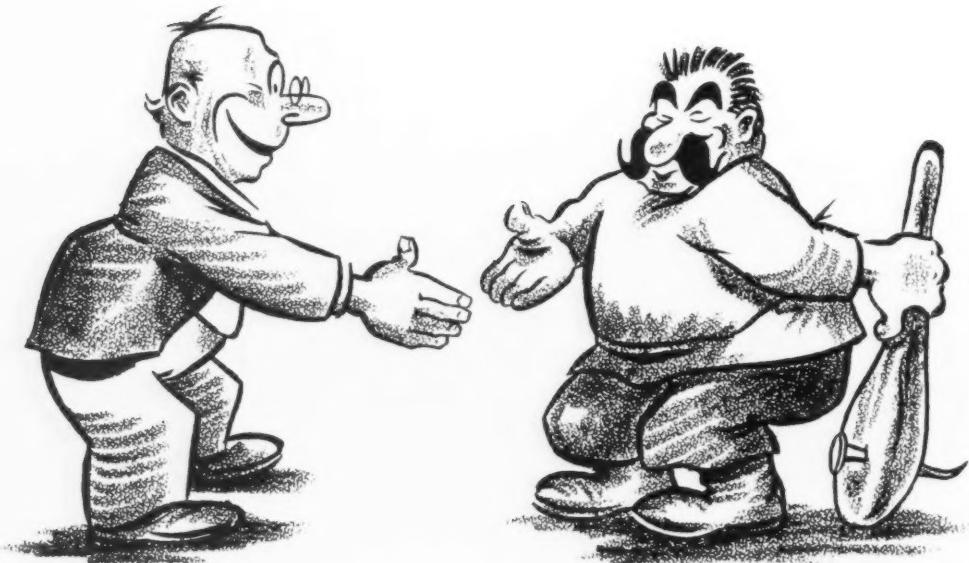
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And if you are inclined to be discouraged with the aspect of "things as they are", you might even listen to dulcet arguments that, on a brighter day, you would recognize and resent as a calculated attack on our American system of Individualism and Free Enterprise.

One argument might even take the form of a question—"Why not try Communism? . . . you can try anything *once!*" And in the face of present "slings and arrows of outrageous Fortune" the idea might even appeal to you. BUT—



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# ONCE IS FOR ALL!



The fallacy in thinking that you might try Communism is that once you try it, you can't change your mind. You'll like it, because you'll have to like it . . . or else.

Once you take on Communism—you can't take it off. Once you accept it—you are finished. You won't be able to think. You won't be able to talk. You won't be able to act of your own free will and choice. You won't be able ever to be an individual again. Because it will be too late . . . much too late. You will have missed the boat.

Under our American system of Individualism and Free Enterprise you can still have your say no matter how tough things get. You can always change things as they are—and change them back again. Under this American system you can think or say or do whatever you believe . . . and no one can deny you that right.

No, you can't try Communism once; because ONCE IS FOR ALL!

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inspection division of the Travelers Insurance Company, Hartford; John N. Gallivan, medical director, United Aircraft Corporation, East Hartford, and Donald F. Carpenter, vice president and assistant general manager, Remington Arms Company, Bridgeport.

★ ★ ★

**MAURICE STANLEY**, president of The Fafnir Bearing Company, New Britain, for the past 21 years, was elected chairman of the board of directors, and Stanley M. Cooper, executive vice president, was named to succeed him in the presidency.



MAURICE STANLEY



STANLEY M. COOPER

Yale graduate. He joined the Fafnir concern in 1924 and has served as advertising manager, secretary, vice president and executive vice president.

During part of World War II he served as a War Department consultant and as assistant director of the Tools Division of War Production Board in charge of anti-friction bearings. He is a former member of the Boston Regional War Labor Board.

★ ★ ★

**C. FRED GURNHAM**, formerly associated with Whitney Blake Company, New Haven, recently resigned his position with that company to enter private consulting practice as a chemical engineer, with offices in Hamden.

During his service with the New Haven firm, Mr. Gurnham was responsible for much of the technical development work of the company.

★ ★ ★

**GUY H. DREWRY**, retired Army brigadier general, has recently been appointed vice president of M. H. Rhodes, Inc., Hartford, according to an announcement by President M. H. Rhodes, founder of the parking meter and timer manufacturing company.

A specialist in industrial production methods, General Drewry is a graduate of Virginia Military Institute, and the Army's Industrial College at Washington, D. C. A major part of his military career has been concerned with production phases of Army operations.

★ ★ ★

**CHARLES B. COOK**, who served Royal Typewriter Company, Hartford, for 41 years, to become a tremendous force in the precision development of the company's products, retired from his post of vice president and factory manager on March 1.

It was on April 22, 1907, that Mr. Cook joined the company as assistant manager of its first factory in Brooklyn. During the factory's move from Brooklyn to Hartford in 1908, the farsightedness he showed in suggested plans for future building proved his enormous ability.

In 1914 he was elected to the post of vice president in charge of production. Through all of his years of service, Mr. Cook fulfilled the faith that was placed in him by working unceasingly to preserve and elevate the high quality of Royal Typewriters.

Mr. Cook will continue to serve as



CHARLES B. COOK

a director of the company. In addition, he is chairman of the board of Silent Glow Oil Burner Corporation, and a director of Taylor & Fenn Company, Veeder-Root, Inc., Holo-Krome Screw Corporation, Colt's Firearms Company, Spencer Turbine Company, the Phoenix State Bank and Trust Company and the Manufacturers' Association of Hartford County.

Henry J. Hart, general factory superintendent, has been chosen to succeed Mr. Cook as factory manager. Mr. Hart, who marked his 30th anniversary with Royal last fall, joined the company as a tool designer in the drafting room in 1917.

In 1924 he was promoted to chief assembly inspector and five years later was named supervisor of product engineering at the Hartford plant. He became general factory superintendent in 1945.

★ ★ ★

**ANNOUNCEMENT OF THE** appointment of Frank M. Mason to the position of vice-president in charge of their Atlantic plant, was recently made by George T. Pfleger, president, U. S. Electrical Motors, Inc. Mr. Mason will have his headquarters at the U. S. Motors' plant at Milford, Connecticut.

Starting at the bottom of the U. S. Motors' ladder in the test department in 1930, Mr. Mason rose rapidly in the company's service. He was successively in charge of the test department, service department, then assistant chief engineer, Chicago district, manager, and manager of the Brooklyn assembly plant.

When the Atlantic plant was built at Milford, the Brooklyn assembly plant was moved to Milford and Mr. Mason then became manager of the Atlantic plant.

In 1943 when Mr. F. J. McEntee, vice-president in charge of eastern operations, was transferred to the home office of U. S. Motors in Los Angeles, Mr. Mason was placed in charge of the Atlantic plant. He resides at Milford with his family.



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THROUGH THE WAR ASSETS ADMINISTRATION, the government has recently sold to Vickers, Inc., the factory building occupied by its subsidiary, Waterbury Tool Company, during the war.

The property, which is located at East Aurora and Gear streets, Waterbury, consists of one building of steel frame construction and two small extensions. The terms of the deed provide that the property is acquired for Vickers' own use, but the company has been authorized by WAA to lease it to the Wheeler Insulated Wire Co. of Bridgeport, for the manufacture of magnet wire, fluorescent ballasts and allied products. The Wheeler firm is also a subsidiary of Vickers, Inc.

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**THE MANUFACTURERS' AS-  
SOCIATION OF CONNECTI-  
CUT, INC.**, recently purchased the  
building and property at 928 Farming-  
ton Avenue, West Hartford, now occu-  
pied by the West Hartford Post Office.

The building is a one-story brick  
and steel structure, 60 feet wide and  
100 feet long, built on a lot 72 feet  
wide and 280 feet deep. The building  
was formerly owned by the Trout  
Brook Company, and negotiations for  
its purchase were conducted through  
the firm of Hart, Kneeland & Poin-  
dexter, Inc., Hartford realtors.

The Association plans to remodel  
and occupy the building after the  
present lease held by the United States  
Post Office Department expires June  
30, 1951. Authorization to purchase  
the property was made at the Decem-  
ber, 1947, meeting of the Board of  
Directors.

Since its incorporation in 1910, the  
Association occupied headquarters in  
the Phoenix Bank Building, 803 Main  
Street (1910-1914); 252 Asylum  
Street (1914-1924); 50 Lewis Street  
(1924-1940); and at its present loca-  
tion, 436 Capitol Avenue, since July,  
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which will be occupied by the West Hartford Post Office until June 30,  
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## New Industries of Connecticut

(Continued from page 12)

City. The Charlton Company of Fitchburg, Mass., one of the leading manufacturers in the sofa industry, consumes a large quantity of bent arms in solid maple.

The States of Michigan and Indiana purchase from the company all of their bent parts for institutional furniture manufacturing in their State Prisons, and the Chrysler Corporation purchases some of their solid bent wood luggage rails which are mounted on the roof of their Town-and-Country cars. Many of the Dodge and Chevrolet wheel-housings are made of solid bent wood, and as mentioned previously, practically all the parts used in the racing sulkies manufactured by the Houghton Sulky Co. of Marion, Ohio, and the Jerald Sulky Company of Waterloo, Iowa, are of bent wood.

Some of the bending equipment being used today is the same that has been in use since about 1900. One of these machines is a power bender

which is capable of bending a solid piece of oak four or five inches square, to approximately an 8" radius, without disfiguration or distortion of the finished product. Sorensen & Peters has also purchased additional bending presses including a circle bender which will bend complete circles for bar stools and other circular products.

Not only is a great deal of skill required in the bending of solid hard woods, but the quality of the lumber used must be of the very best. The smallest knot or crossgrain will cause the wood to buckle and render it useless. For example, in manufacturing the various component parts of a racing sulky, a very high grade of white hickory must be used. Other woods include birch, maple, ash and oak, all select and better grades. The sources for these various types of stock required in woodbending are located in different parts of the country; hickory coming mainly from the southern parts of Kentucky, maple and ash from northern United States and Canada, and oak largely from Connecticut.

### Production Methods

To properly outline the procedure used in bending a piece of solid hard

wood, the lumber must first be sawed with the grain. In cutting out a 2" square piece, the sawyer does not follow the lumber straight, as would be done in a woodworking plant. He must follow the grain of the lumber, regardless of how much the grain curves. A special planer is then used to plane these curved pieces, as the average planer would cut off the high spots. The stock is then cut off to the correct length and paint applied to both ends to prevent checking. The paint is used because the lumber cannot be kiln dried, but must be air dried to approximately 18% moisture content. After this operation the stock is placed in a steam chest and the length of time it is steamed is determined by the type, and thickness of the stock.

In processing the wood prior to bending, a great deal of caution must be used in the steaming of the different types of wood. Certain types can only be steamed for a specific length of time, otherwise the fibre breaks down and the wood no longer lends itself to bending. With other types of wood, no great harm is done by over-steaming. The average daily procedure is somewhat as follows:

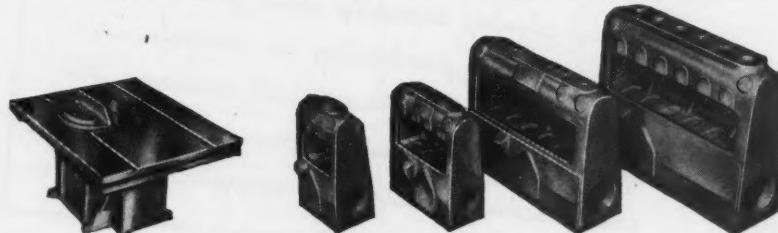
Several steam chests are loaded in

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the evening with sufficient stock for bending. The amount depends upon how much can be bent the following morning. At approximately 6 A. M., the steam chests are turned on so that the men coming to work at 8 A. M. have their wood already steamed and ready for bending. By 9 A. M., sufficient stock has been removed and enough replaced so that there is always a reserve stock of steamed wood for the benders to use. All of the products and bends in the presses are dried out with high pressure steam and are completely dry and ready to move in one hour. The bent stock manufactured by hand bending and by the power bender must be crated in a very substantial wood crate after it has been sufficiently cooled in the bending straps. These crates hold the correct shape of the piece which is permanently set in 48 hours. The shop usually operates with four crews. One crew is devoted entirely to hand-bending, another operates the presses, the third operates the power machine and the fourth does the millwork.

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The field for future possibilities of the woodbending business is practically unlimited. Bent wood, incorporated into various pieces of furniture, lends beauty, strength and continuity of line. In automobiles a pleasing variety of design is created as well as the bent wood parts being put to practical purposes. In a competitive field, new horizons are imminent for bent wood products in the furniture manufacturing trade.

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#### First Industrial Recreation Clinic

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(Continued from page 11)

ing and Budgeting Industrial Recreation.

Following the banquet Fred Wilson, Coordinator of Employee Activities of the Scovill Manufacturing Company in Waterbury, spoke concerning the industrial recreation program now operating in that plant. His talk was augmented by motion pictures showing many of the employees participating in various activities.

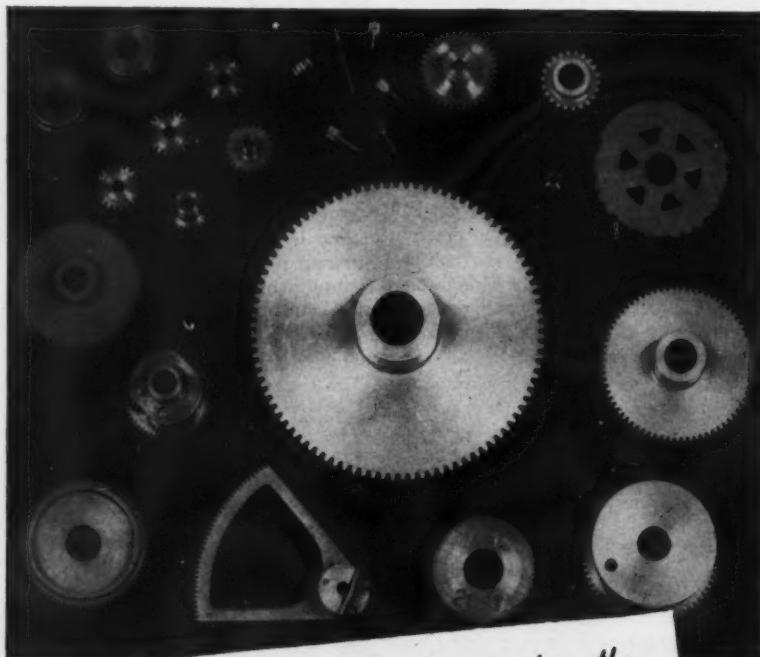
The following representatives attended the clinic: Frank Phillips, Dictaphone Corporation, Bridgeport; Joseph Riley, Jr., Wallace Barnes Co.,

Division Associated Spring Corporation, Bristol; Hope Byrnes, Recreation Director, Farmington; R. T. Bidwell, Spencer Turbine Co., Edward F. Pettit, New York, New Haven & Hartford Railroad; Frank G. Stimson, Helen Z. Graham, Allen Manufacturing Company, Hartford.

Albert M. Mayne, Harold Kirchstein, International Silver Co., Meri-

den; Ivar Hall, Kenneth Chivers, Y. M. C. A., Middletown; Thomas J. Dillon, United States Rubber Co., Naugatuck.

William Jurgen, B. Jahn Mfg. Co.; Henry Winterbottom, Tuttle & Bailey; Ormond Bates, Grace Collins, Henry Mlynarski, Landers, Frary & Clark; Charles Glownia, Henry Powers, Trumbull Electric Mfg. Co.; Stanley



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L. Kustra, Roy C. Oldershaw, Skinner Chuck Co.; Arthur Campbell, D. A. Beals, Betty A. Cook, Stanley Tools Division; Gordon J. Ely, Arthur Maltman, Albert Havlick, Fafnir Bearing Company; John H. Kerin, Coca-Cola Bottling Co.; James L. Bishop, Arthur Johnson, New Britain Machine Co.; John E. Tobin, Corbin Cabinet Lock; William Cullen, Robert Baker, Fred Martin, The Stanley Works.

William Kennedy, Russell & Erwin Mfg. Co.; Joseph Jackson, P. & F. Corbin Co.; Roland Varsell, Corbin Screw Corporation; Charles Baisden, Union Mfg. Co.; Zygmund Kowalski, North & Judd Mfg. Co.; Everett R. Johnson, Logan E. Page, Eben Strong, Jr., Y. M. C. A., New Britain.

Howard B. Wilson, Y. M. C. A.; Harold L. Roberts, Berger Brothers Company; L. W. Rockefeller, A. C. Gilbert Co., New Haven; J. Joseph Allen, Electric Boat Co., New London; George Port, Y. M. C. A., Norwalk; William B. O'Connor, Marlin Rockwell Corporation, Plainville.

Sterling Clark, Sidney Blumenthal & Co., Inc., Shelton; Arnold O. Freas, Ensign-Bickford Company, Simsbury; Alfred W. Haynes, Raybestos Division, Raybestos-Manhattan, Inc.; Martin J. Flynn, Chance Vought Aircraft; Lawrence A. McDonald, Seth Thomas Clocks, Thomaston.

Joseph Burinskas, Turner & Seymour Mfg. Co.; Victor Radzevich, Union Hardware Co.; Raymond Over, American Brass Co.; Paul Klambt, Y. M. C. A., Torrington; Anthony Wasilewski, Robert S. Thompson, R. Wallace & Sons Mfg. Co., Wallingford; Edward Readel, Industrial Recreation Association; George Ryan, Chase Brass & Copper Co., Waterbury.

John E. Emmett, Van R. Jones, Louis Vander Eyk, Bristol Co.; Fred Wilson, James Luddy, Scovill Mfg. Co.; Joseph Brennan, United States Time Corporation, Waterbury; Clarence Brewer, National Recreation Association; Charles Anderson, Hartford County Y. M. C. A.

Members of the committee who planned the clinic were: John Tobin, Corbin Cabinet Lock; Joseph Jackson, P. & F. Corbin; Roland Varsell, Corbin Screw Corporation; Albert Havlick, Fafnir Bearing Company; Henry Mlynarski, Landers, Frary & Clark; William Cullen, The Stanley Works; Arthur Johnson, New Britain Machine Company; Zygmund Kowalski, North & Judd Mfg. Co.; William Kennedy, Russell & Erwin Mfg. Co.; Fred Mar-

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tin, The Stanley Works; J. A. Murphy, Stanley Electric Tools; C. J. Gownia, Trumbull Electric Mfg. Co.; Matthew Meskill, Turtle & Bailey; Charles Baisden, Union Mfg. Co.; Robert Baker, The Stanley Works; Eben Strong, Jr., Y. M. C. A.



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## Gardening for Exercise and Abundance

(Continued from page 6)

ized throughout the year. Waste is lessened, and money is saved. The items necessary for home canning are said to be in plentiful supply. Freezer lockers, now numbering 9,500 in the United States, provide more space available for frozen fruits and vegetables.

Thus the home garden program is an important factor in the realization of an economy of abundance. It can help overcome the effects of limited food budgets, it can help overcome indifference and poor food habits. It can become a vital tool in our European Recovery Program.

Material for the "how to do it" phase of the garden program and home food preservation can be had from county agricultural and home demonstration agents. General information is available through the Office of Information, United States Department of Agriculture, Washington 25, D. C.

cised by the American investor becomes evident.

It seems to me that it is up to the management of our New England industries to realize these facts, to study them intensively and to apply them rigorously to their own businesses. Explore every possibility of reducing direct costs. Work out better methods of production. Install all the technological advances which it is possible for you to secure. Develop better ways of paying your employees. Strive to reduce your indirect costs, often referred to as overhead. Every time you reduce your indirect costs, you lower your break-even point.

Face the facts of what will happen to your business if you operate at the normal rate of capacity which the industry is eventually likely to develop. Study your selling prices, your markets, your cost of distribution.

Do these things now before they become imperative. And when that time comes, as it surely will, manufacturers of New England will again be in the lead, and will continue to maintain the supremacy and profitability of New England enterprise.

## DOLCOROCK

High Surface Floor Coating

### Costs, Prices and Break-even Points

(Continued from page 9)

occur with equal rapidity when one goes below it.

Furthermore, to operate these high volumes larger inventories were required than were necessary at the lower break-even points. Considering the fact that these inventories, because of increased prices, represent large sums of money requiring very considerably increased working capital, you can see on what a precarious basis American industry rests. It is because of a realization of these facts that our stock market does not reflect the large earnings which our corporations are making. Normally, it would be ridiculous for the stock of a sound company to sell at five times earnings, where prior to the war the stock of such a company would sell at from fifteen to twenty times earnings. When one considers how rapidly the earnings which our companies are now enjoying can disappear, the sound judgment exer-

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## TRANSPORTATION

ERWIN H. TUTHILL

*Traffic Manager*

**CLASSIFICATION COMMITTEE ALTERS PLAN:** The Railroads Consolidated Classification Committee has recently decided to alter its method of publicizing its new uniform freight classification which is being compiled on a mandate from the Interstate Commerce Commission in Docket No. 28310. Originally, the Committee proposed to issue dockets from time to time covering portions of the new classification and hold public hearings concerning the proposed changes shortly after each docket was released. It has now decided, however, that it will withhold the remaining dockets until the entire uniform classification has been compiled. It has not yet been ascertained what procedure will be followed at that time. The committee may issue five additional dockets and hold public hearings throughout the country on each docket, or it may issue the remainder as a single docket and schedule hearings to discuss the entire classification with the exception of Docket No. 1, covering which hearings have already been held. The Com-

mittee hopes in this manner to complete the compilation of the new classification within a year, pointing out that to do otherwise would require five or six weeks of hearings as each docket was released.

This new method is unfortunate in one respect, and that is that by so handling it, the various shippers will be unable to ascertain whether or not the Classification Committee has taken into consideration the many objections which were leveled at their method of approach in compiling the new classification ratings as outlined in Docket No. 1. The first docket was issued on July 15, 1947 with public hearings being held in various cities throughout the country during August and September. At that time the Committee was accused by the many shipper interests of converting a purely classification matter into a revenue proceeding. It is understood that in view of the number of objections to their method of approach, the Committee requested the Interstate Commerce Commission for a ruling as to whether

or not their procedure was proper. Apparently no such ruling has been rendered. In any event, it is apparent that there is nothing the shippers can do until the final computations have been made, which should be in about a year.

★ ★ ★

**FUTURE INCREASES IN FREIGHT RATES:** Although we all hope that the final decision of the Interstate Commerce Commission in Ex Parte 166 will represent the final request from the railroads for additional increases in rates, a survey of the present situation is hardly reassuring. First of all, the Department of Justice of the Federal Government is presently suing the railroads for reparation on shipments made during the war. It is estimated that these reparation cases will total in excess of two billion dollars. This sum of money represents far more than the rail carriers can afford as an out-of-pocket loss and therefore if anything like this amount is awarded, a request for an increase in rates is a foregone conclusion. This action on the part of the Federal Government is hard for the shipping public to understand, particularly when we are reminded that during the recent war the Government received an estimated three million dollars a day in taxes from the railroads, compared with an estimated loss of two million dollars per day when the railroads were under Government operation during World War I. These claims are different from the ordinary run of claims that a shipper might file,

(Continued on page 41)

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## EMPLOYMENT NOTES

By JOHN P. AHERN

*Executive Assistant*

THE Monthly Bulletin of the State Department of Labor for January, 1948, with a title of "Ten Years of Unemployment Benefits," makes very good reading. Full of facts, figures and cleverly done illustrative charts, it also gives a good story of the past ten years under the Unemployment Compensation Law.

Amateur statisticians, and even their more professional brethren, can find much diverting data in the bulletin. We discover that back in June, 1938, there were 10 people engaged in manufacturing out of every 16 of the state's population covered by the law. This figure remained constant through 1940, but the margin narrowed to 10 out of 15 people in 1941, and 10 out of 14 in 1942. About June of 1943, the industrial population reached an all-time high coincident with the surrender of Italy. At that time 10 out of every 13 people covered were in some sort of industrial effort.

Since that time, the margin between manufacturing and non-manufacturing employees has gradually widened. In June of 1947 there were 20 manufacturing employees to every 31 workers covered. The most recent figures of the Unemployment Compensation Department enables us to place the ratio at 10 factory employees out of every 17 covered.

Another interesting deduction from the statistics is that, although the ratio between factory and non-factory employees is almost the same for 1938 and 1948, there were 1.7 more people engaged in industry in January, 1948, compared to June of 1938. The figure for 1938 was 241,313 and for 1948, 413,200.

While it is not probable that these peacetime highs will be entirely maintained, they should follow the same pattern as prices do during the years, with some permanent gain being evi-

dent. New companies are springing up or coming into Connecticut. Witness the beautiful new plant in Glenbrook of the Taylor-Reed Corporation which was started in New York State in 1939 by two young Yale men hardly in their thirties. The food products manufactured by this company are in most of our grocery stores already and have wide institutional acceptance. In lists of new members of our organization we find such sterling newcomers as Charles Pfizer & Co., Inc., Groton (pharmaceuticals); UARCO, Inc., Deep River (business forms); The Sherman Lamination Co., Stratford (metal laminations); Fabricorn Products of Conn., Inc., Bridgeport (waxed papers); Ridgefield Silversmiths, Inc., Ridgefield (sterling holloware); Parker Herbez Corporation, Stamford (hair preparations); and Web Offset, Inc., Springdale (color lithography).

The above is only a partial list but is indicative of the gains being made in numbers of stable employers.

★ ★ ★

ACCORDING TO THE Unemployment Compensation Department, in tabulating totals of those included in the law, Hartford had the largest covered employment of the 18 labor market areas in Connecticut in June, 1947. This figure of 135,800 was followed by Bridgeport with 103,200, New Haven with 82,500 and Waterbury with 58,000. The Willimantic area, with 5,000 employees, had the lowest covered employment.

All areas in the state showed substantial increases in 1947 covered employment over 1938, with gains running from a minimum of 41 per cent to a maximum of 156 per cent. The Meriden area had a gain of 156 per cent, having covered employment in 1947 of 25,100, over 9,800 in 1938. Other large increases occurred in Bridgeport (111 per cent), Willimantic (111 per cent), Bristol (110 per cent), Hartford, 108 per cent), and Stamford (106 per cent). The smallest gain was reported in Thompsonville which increased but 41 per cent during the past ten years. Ansonia, with an increase of 43 per cent, and New London, with an increase of 49 per cent, were the only other areas with increases of less than 50 per cent.

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## FEDERAL LEGISLATION

By DANIEL B. BADGER

Attorney

THE Trade Agreements Act, which has kept the tariff question pretty much out of politics during its fourteen-year life, will expire on June 12 of this year unless Congress again extends the law. Once the big issues of European recovery and tax reduction have been disposed of, there is bound to be an intensive, if perhaps brief, debate in Congress over the future of this controversial legislation and over the extent to which American industry and agriculture need protection from foreign competition. Mere failure to act will, in itself, constitute positive action, for without renewal of the law the ultimate responsibility for any new tariff agreement will revert to Congress.

Before 1934, when the reciprocal trade agreements program was inaugurated, new tariffs had to be approved by both houses of Congress. Under the present act, the President is authorized to make trade agreements without any congressional approval, so long as duty rates are not raised or lowered more than 50% of existing rates, and

articles are not transferred between the dutiable and free lists. The administration has used this power to reduce most of the duties set under the Hawley-Smoot Tariff Act of Hoover's era down to World War I levels by negotiating reciprocal trade agreements with various nations.

Since 1934, the Trade Agreements Act has been renewed on several occasions. Each time the vote has been generally along party lines, with the Democratic majorities able to keep the law alive over the fairly solid opposition of the Republicans. This year, for the first time, however, the House, where tariff measures must be initiated, will vote on the issue with a Republican majority. The early reaction of Republicans in Congress to the President's request for extension of the program has been cool and non-committal. If the traditional party attitude has not been altered, there is ground to predict that the Act will be allowed to die or else will be drastically amended. On the other hand, the war has done a great deal to vary some of these

traditional attitudes. The country as a whole, as well as the Republican Party, has steered progressively away from the pre-war isolationist viewpoint. The economic distress of Europe and the menace of Communism have led public opinion to the conclusion that this country must make sacrifices and concessions in the hope of promoting recovery outside of its own borders. Perhaps the falling off in foreign trade, arising out of dollar shortages abroad, is also helping to convince domestic producers as a whole that it is in their best interest to stimulate international exchange of goods during the reconstruction period.

Another factor which may prevent the Republican majority from discarding the reciprocal trade agreements program is the political effect which such action would have in an election year. If, as suggested in public opinion polls, the voters generally support the principles of the program, it may prove embarrassing for the Republicans to reject it altogether. Although many producers feel that trade agreements negotiated by the administration, including those signed last year with the twenty-two nations participating in the Geneva Conference, have or threaten to hurt their business, most opposition to renewal of the trade agreements law will come from those who distrust the principle of allowing the executive branch to set tariff rates, uncontrolled by the legislative branch. Termination of the 1934 Act would not, of itself, terminate any of the agreements negotiated under it, and under the present rules adopted by the

(Continued on page 44)



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## BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

In January the index of general business activity in Connecticut rose 2 percentage points over the previous month to an estimated 46% above normal reflecting increases in all components except freight shipments. The National index in January remained unchanged at an estimated 38% above normal, at which level it is nearly 4 percentage points above the average for 1947 while the Connecticut index, despite the January rise is slightly below last year's average.

The January index of manhours worked in Connecticut factories increased to an estimated 64% above normal. While actual manhours worked were less than in the preceding month, the drop was not as large as seasonally expected so that when adjusted for seasonal variation the index moved up 2 points.

The index of manufacturing employment at 46% above normal, although slightly above the previous month, varies only a half point from where it stood a year ago continuing the sideward movement of the past five months. The relative stability of manufacturing employment, however, is not indicative of the employment changes that have been occurring in the non-manufacturing field as reported by the State Department of Labor. In the closing quarter of 1947 total employment increased approximately 10,000 to meet the seasonal needs of department stores and service trades, whereas in the month of January alone separation notices exceeded accession reports in about the same number.

The foremost economic development since the beginning of the year was the sudden and sharp decline in the price of grains and certain other commodities during the early part of February. These recent price changes served to recall the events which occurred on the commodity markets in 1920 and 1921 when after a five year

rise, the market broke sharply as the economy moved into the primary post-war depression. The accompanying chart shows the effect of each of the two world wars on the course of wholesale commodity prices, and is plotted for comparative purposes so that the peak in each case occurs at the broken vertical line on the graph. The data charted are based on the Wholesale Price Index compiled by the U. S. Bureau of Labor Statistics which uses 1926 as the base year and covers nearly 900 commodities, including the agricultural group which moved downward in February.

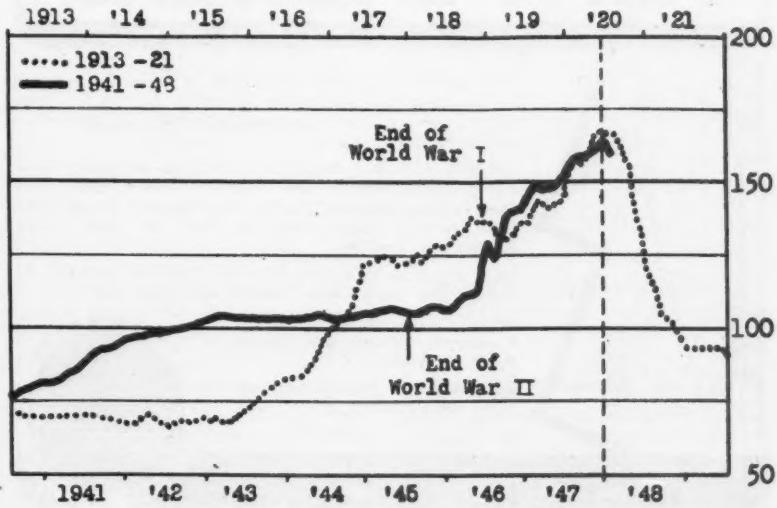
At the time of the First World War, prices were relatively low until this country entered the conflict and then climbed steadily to an all-time peak

of 167 in May 1920, a year and a half after the war's end. From that high point prices fell off sharply and by the following May had declined 71 points to 96% of the 1926 average. The upward trend in prices which occurred during and following World War II was different in that prices started up in 1941 and 1942 but were then kept in check by government controls until early 1946, several months after the close of the war. From then on commodity prices climbed rapidly to a high of 165 in mid-January 1948, just 2 points less than the record peak reached after World War I.

Although prices fell off slightly during the latter part of January, there was little indication of any sharp decline when on February 4 principal grains suddenly dropped the allowable limits. This situation was repeated during the succeeding days as grains and other agricultural commodities experienced varying decreases. After a temporary lull another series of breaks occurred which continued for three days until the fall was checked on February 14. The Wholesale Commodity index for the week ending February 14, which reflects part but not all of the period of falling prices, declined 4.1 points. Daily indicators such as the Dow-Jones Commodity Futures index fell from 165 on February 3 to

(Continued on page 41)

COMPARATIVE EFFECT OF TWO WORLD WARS ON  
WHOLESALE COMMODITY PRICES  
(1926 = 100)



## ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

### Can Your Accounting System and Procedures be Improved? Now is the Time to Answer this Question

THE period after the annual audit and report has been completed and before the office has been disrupted by the summer vacation season, has been found by experience to be the best time to study the accounting system and make plans to improve unsatisfactory or antiquated procedures. Recommendations made by the independent auditors in their report require particular attention, usually to improve the system of internal check.

A careful study of routines and procedures almost always leads to an improvement in the quality and effectiveness of the accounting work, an increase in efficiency and a resulting reduction in expenses. Installation of multi-part printed forms of proper design which eliminate the rewriting of

the same data a number of times, will often be found advisable.

In making such a study, a good plan is to take each major section of the accounting system in order and go through it thoroughly. The usual division of accounting functions is:

1. *Accounts Payable*: Including purchasing department, receiving department, and disbursing routines,

2. *Accounts Receivable*: including shipping department, billing, credit and collection routines,

3. *Payroll*: including timekeeping, paymaster and payroll deductions (for taxes, check-off, group insurance, etc.) routines,

4. *Cost Accounting*: including timekeeping and cost department routines,

5. *Inventory Control*: including pur-

chasing, receiving, shipping, stock room and all relating accounting routines.

As an illustration of what should be done in making a complete factual study of this type, a typical example of an investigation of the accounts payable functions will be developed. It includes an examination of all routines and all forms in use, starting with the original purchase order requisition.

Copies of all forms are first examined and notations made as to the number of times a complete rewriting is made of the data entered on the original requisition. This permits the preparation of a paper work "flowchart" which is very helpful in visualizing the present system and determining its weaknesses. It will probably show numerous opportunities to eliminate or minimize some of the clerical steps in the procedures. We then proceed to:

1. Determine the several points where a purchase order requisition may originate.

2. Determine who is authorized to approve the requisition before it may be honored by the purchasing department.

3. Determine if the purchase order requisitions are flowing properly through the accounting department for account classification, budget approval, or comparison against a prior management-approved appropriation or expense authorization.

4. Determine if the purchase order requisitions are being received by the purchasing department promptly and with all prior necessary procedures having been followed.

5. Examine the multi-part forms used by the purchasing department and determine that the requirements of the accounting, receiving, production and other interested departments are properly met.

The above phase of the investigation covers the making of a purchase commitment and placing the record thereof in the hands of all other departments concerned.

The second phase, or receiving room procedure, is next investigated to determine that:

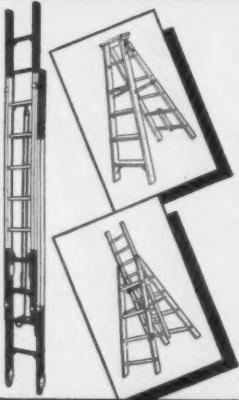
1. Incoming materials are properly identified and verified as to count, weight, or measurement promptly upon receipt.

2. That the multi-part receiving report is properly designed so that the accounting, purchasing, and production departments are promptly notified of the materials received.

3. That necessary inspection is

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promptly made and report of rejections issued, to permit charge back of unsatisfactory materials.

4. That the original copy of the receiving report is routed directly to the accounting department.

5. That vendors' invoices when received in the mail are delivered directly to the accounting department.

The third phase relates to the procedures followed in the accounting department in approving and paying vendors' invoices. Examination is made of all procedures and forms in use, including:

1. The method followed in filing, sorting and matching purchase orders, receiving reports and vendors' invoices.

2. The routines followed in verifying quantities, prices and extensions of vendors' invoices and the deduction of cash discounts.

3. The method employed of vouchering vendors' invoices for payment and whether the vouchers are filed in such a way that payment terms will be met and all cash discounts taken.

4. A study of the voucher and voucher register forms to determine that the distribution columns in the latter provide the greatest efficiency in classifying purchases to the proper account.

5. An examination of payment procedures and the possibility of preparing the check register and disbursement check simultaneously.

6. A determination that all approvals required by company policy are always placed on the vouchers before they are put in line for payment.

The other four major accounting functions are also given the same type of detailed study and analysis as is outlined above for the accounts payable function.

A concentrated study of this kind cannot help but give rise to many worthwhile savings in time, money and effort. Rarely will it be found that the procedures in use cannot be improved upon.

## Transportation

(Continued from page 35)

in that the Federal Government is not bound by the Statute of Limitations of two years, the shipments involved having moved during the entire period of the war since December, 1941.

Other possible reasons for requests from the railroads for increased rates may be found in railroad labor's de-

mands for more money. The three operating brotherhoods who last year refused to accept the 15½¢ granted and accepted by the other brotherhoods are still holding out for double that sum. It is believed that if this additional amount is granted by the President's fact-finding board the rail carriers will request an additional 3 or 4%. To make matters worse, the brotherhoods that did receive and accept the increase last year have now advised that they are in the market for the "third round."

This leads up to the fact that the final decision in Ex Parte 166 may not be the silver lining the traffic managers had hoped for, that freight rates may continue to be unstable for at least another year.

★ ★ ★

**THE ST. LAWRENCE SEAWAY:** Once again Congress has refused to accept the reasoning of the proponents of the St. Lawrence Seaway, this time despite the fact that they promised it would be self-sustaining. The matter came up for a vote in the Senate and was recommitted to the Committee, which effectively nullifies further action by Congress at least during this session. While the St. Lawrence Seaway problem, decided one way or the other, would have little effect on the State of Connecticut, outside of its proportion of the financial burden of the construction of the canal in the event Congress had seen fit to approve it, it does represent a sizeable loss of business to our neighboring ports of New York and Boston, as well as the various Eastern railroads connecting these ports with the Middle West. It was these ports and railroads that stood to lose most of the freight that moved via the proposed gateway.

## Business Pattern

(Continued from page 39)

147 on February 13 and the Bureau of Labor Statistics index of 28 Basic Commodities which dropped from 346 to 319 during the same period further reflected the significance of the decline.

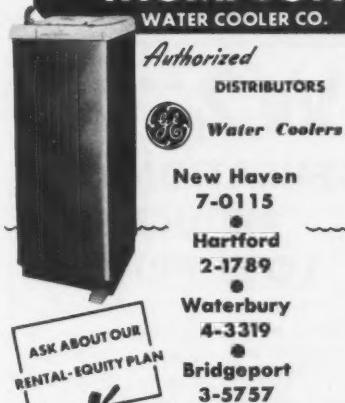
Whether this recent commodity market break foreshadows a price decline of the proportions experienced in 1920 and 1921 is engaging the attention of economists throughout the country. In this connection it is help-

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ful to keep in mind certain differences in the economic pattern which exist today. So far, there have been no significant price decreases except in farm products, in fact a few non-agricultural commodities have advanced in price. Commodity trading rules now limit the extent to which individual prices may drop in any one day. Under the agricultural assistance program price floors have been established for many farm commodities at which point the government is required to support the market.

## PURCHASING NOTES

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In the long history of steel there are highlights and illuminated pages which enlist the interest, not only of the engineer, artisan, and manufacturer, but of the general lay reader as well. One hardly needs go back to the remote centuries when the earliest ferrous metal, meteoric iron, or more properly nickel alloy steel, was first known to men, to set a background for the discussion of "Future Trends in Steel Products."

A look at the progressive growth of the steel industry in the United States will indicate that it advanced quantitatively and qualitatively, year after year, in keeping with the growth of the national industrial fabric. From time to time, an array of great inventions came upon the scene, new industries with new requirements entered the picture, and long established industries progressed and expanded at a rapid rate. Meanwhile science, technology, and specialized engineering were winning a place of intimate contact with various improvements and better ways of accomplishing results.

Steel could not have stood still, even if its sponsors had so desired, in the whirl of the amazing developments taking place in its market areas and have survived. The steel industry therefore engaged in study and research, as did its customers, so that new and improved steel products might contribute their fair share to the general advancement.

One of the most striking trends, already well developed and promising to carry into the future, is the increased demand for the so-called flat-rolled steel products, sheets, tin plate, strip and plates. Over quite a period of years, new end-products have been coming into the picture to provide additional markets for these forms of steel. Producers have modernized their

processes and expanded their capacities to meet oncoming developments, but the pressure from the consuming side is still strongly felt. If one can judge the drift of things even approximately by the backlog of orders on the books and predictions of requirements to come, this trend is not due for a nearby break or change in direction. More and more products in the food and beverage industries are awaiting larger supplies of tin plate, a formidable mileage of large pipelines is projected, automobiles, freight cars, and various items of household equipment are calling for flat-rolled steel products of diversified grades, and of the highest quality. The steel house, and short of that, the use of more steel in the construction of dwellings, farm and service buildings, and other small structures, are matters of active ferment which promise further enlarged markets in the future.

An interesting trend within the class of products just mentioned relates to electro-tinned plate, sometimes called electrolytic tin plate. During the 1930's, this product was developed to fill some of the requirements theretofore met by the orthodox hot-dipped tin plate. The tin coating was applied uniformly to continuous wide strip steel by electro-deposition, and a satisfactory product for many uses was evolved which required approximately one-third the amount of tin used in making the other product mentioned. During the war years the saving of critical tin thus effected was considered a national blessing. The performance of the material in service was so

\* Condensation of address delivered at a meeting of the Engineers Society of Western Pennsylvania by Dr. R. E. Zimmerman, Vice-President—Research and Technology, United States Steel Corp. of Delaware.

satisfactory that it established a place for itself in fields far beyond those originally contemplated. Approximately one-half of the tin plate now produced is coated by the electrolytic process, and the trend for the future is strongly in its favor. For wider uses, both heavier and lighter weights of tin coating are being developed. Some experts go so far as to predict that within a few years electrolytic tin plate will have entirely supplanted the hot-dipped variety.

In quite a different field, there is a trend which gives evidence of becoming more pronounced in the future. Certain steels, used mainly for mechanical apparatus, must be hardened by heat treatments before being finally placed in service as parts of machines or implements. Gear steels are good examples of this class of material. Now in some instances, depending upon design and function, it is desirable that a hardened part become hard through and through, in others that only a shallow surface layer be hardened while a softer, ductile, interior is preserved. Various kinds of steel are made with different susceptibilities to hardening; that is, they may be shallow or deep hardening. This characteristic, expressed in terms of the size of the piece which may be hardened throughout, is known as hardenability, and is right well under the control of the steel maker. Formerly, a manufacturer desiring a steel to meet his requirements from the standpoint of hardenability usually specified the chemical composition, and talked about the final properties. More recently, due to advances in steel technology, he is prone to specify hardenability, and only talk about chemical composition.

Another matter which deserves mention in relation to the subject is the movement toward the wider use of the improved high-strength low-alloy steels. Had there been less promotional effort necessary in advancing the movement, the trend might be called a propensity. It is not new; the idea was introduced about twelve years ago, but before it gained much momentum, was retarded by the urgent necessities of the World War. The second round is now on, and the outlook is auspicious. The high-strength, low-alloy steels were developed for use in applications where advantages could be gained by the reduction of weight in mobile equipment, as for example, in railroad cars, mine cars, trucks, buses, and the like. To be practicable and serve the intended purpose, these steels had to combine a high degree of corrosion

resistance with their enhanced strength. Experience thus far has indicated that in the case of hopper cars, for example, a decrease in dead weight of around 20 per cent is feasible. Operating economies resulting from this decrease are estimated as approaching \$17 annually for each ton of unnecessary weight eliminated. By the time present orders for freight cars are filled, high-strength steels will have been used in the construction of a hundred thousand units. Many other kinds of moving equipment are taking advantage of the unique tensile and corrosion-resisting properties of the high-strength, low-alloy steels.

In addition to its value as a material to resist atmospheric corrosion and the action of a long list of chemicals and food products, stainless steel, particularly of the 18-8 variety, is being increasingly appreciated and used for its high strength, ductility, resistance to fatigue, and dependability at very low temperature applications. In the matter of strength, ample evidence is furnished by the famous streamlined cars and trains which have long since passed through the experimental stage and are yearly becoming more numerous. The very high strength of the stainless steel used in this equipment is developed by the cold reduction of thin sections of an already strong metal. Heretofore a matching strength in heavier sections was not obtainable. But a new grade of stainless steel has been developed to supply this need, and others as well. It is known as Stainless "W", containing titanium and aluminum as additional agents, is strengthened by heat treatment, and

altogether is making a decided trend for its future usefulness.

Applications of steel in high temperature service have stimulated a vast amount of research and development work over a long period of years. New products have been evolved from time to time, to meet requirements, but the game never comes to an end. There is always a higher range of temperature in which new results can be secured or better efficiencies provided. So, in dealing with such recent devices as airplane superchargers, gas turbines, and jet engines, the steel maker has progressed from the relatively simple high-nickel, high-chromium alloy steels to the complex chromium, nickel molybdenum, cobalt, tungsten steel—if it is steel—for use at temperatures around 1500° F. No one can tell where the race between materials and thermodynamics will end. For some parts of these new power units the indications are that alloys beyond the arbitrary classification known as steel will be required, and in connection with extreme conditions, ceramic products are being mentioned. A combination of unusual materials, including some of the extraordinary alloy steels, will in all probability be found in the high-temperature power generators of tomorrow.

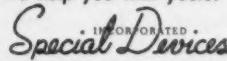
At somewhat lower temperatures, a new grade of steel is being developed to meet certain troublesome conditions encountered in the pipe lines which handle superheated steam in power stations. Cooperative research work on this phenomenon has progressed to the point where the addition of chromium to the molybdenum steel for weld-

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ed steam lines is prescribed, thereby promising a stabilization of internal structure and properties.

In recent years a number of steel producers have been devoting some effective efforts to the improvement of the Bessemer process and its product, and the results have been gratifying. Among the various achievements in this field thus far, one of the most significant is the development of "killed" Bessemer steel for use in the production of seamless oil well casing. The steel is "killed," that is, thoroughly deoxidized in the converter by the addition of molten iron.

Each round of improvement in the capital goods industry, steel, leads to a new round of requirements from the progressive customer in other industries, so that the trends we see today are tokens, but only tokens, of what will come tomorrow.

### Button, Button; They've Got the Buttons

(Continued from page 7)

a cider barrel is on the left of the cabin in one button, on the right of the cabin is another, in the middle of the button on another, and on the roof of a fourth, etc. On at least one button, there is no barrel, obviously eliminated because of criticism by the opposition. These buttons were manufactured in Waterbury.

Scores of metal buttons and daguerreotypes of other Presidential campaigns, made by Waterbury Companies, are also on display. There are also campaign button-buckles worn on belts of party workers. Also, Henry Clay buttons of 1845, worn on coats of supporters of Clay while he tried to organize a new political party. There are buttons which had been worn by temperance-minded citizens on their suits to discourage hard-liquor drinking, especially among soldiers. One of these buttons had a poorly engraved American eagle and the words, "Cold Water Army."

One group of buttons, which look like leather items, were made from human flesh grafted from the dead body of a derelict. The New York doctor who did the operation is unknown by company officials. As an

experiment, the doctor tanned the flesh.

Mounted in one case are 96 different Jenny Lind buttons made of glass at the plant between 1850 and 1860. These buttons were found in the factory's driveway by men who were digging a hole for a new iron flagpole. The Lind collection is the largest of its kind. The Lind buttons were very popular while Miss Lind gave concerts throughout the United States.

undoubtedly, get some attention is an amendment to require Senate ratification of every trade agreement.

## Passing in Review

Bentley, Garth. *How to Edit an Employee Publication*. Harper, c1944. \$2.50.

Here is an enlightening book covering the main processes in publishing a successful house organ. The suggestions offered will prove of value to the novice as well as to the experienced editor as a ready source of ideas. Such items as format, selecting reporters, production processes, editorial writing and making employees company-minded, are discussed. Just reading this book gives one the yen to go to work on improving this important public relations project.

Blankenship, Albert B., ed. *How to Conduct Consumer and Opinion Research*. Harper, 1946. \$4.00.

Recent heavy demand for consumer and opinion research makes this book most timely. This authoritative work, sponsored by the American Council of Public Relations, provides an understanding of the methods of questionnaire technique and points out the organizations offering various research services. It will be particularly helpful to the sales engineer and executive as an orientation into the field of consumer and opinion research as it well illustrates the purposes and methods of such surveys.

Grant, Eugene L. *Statistical Quality Control*. McGraw-Hill, 1946. \$5.00.

Professor Grant from his knowledge of the basic principles of statistical quality discusses control application where a variation occurs in product quality. Besides telling us what statistical quality control can do where this variation is prevalent in industry, we find excellent chapters on the how and why of the Shewhart control works for variables and suggestions for making this control work when properly applied. The object of this working manual is "to explain simple but powerful statistical techniques that can be widely used in industry to reduce costs and improve product quality."

# IT'S MADE IN CONNECTICUT

**EDITOR'S NOTE:** This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms		Automotive Friction Fabrics		Blower Fans	
Baker Goodyear Co The	New Haven	Russell Mfg Co The	Middletown	Colonial Blower Company	Hartford
Accounting Machines		Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown	Connecticut Blower Company	Hartford
Underwood Corporation	Bridgeport	Raybestos Div of Raybestos-Manhattan Inc The	The	Spencer Turbine Co The	Hartford
Adding Machines		(brake service machinery)	Bridgeport	Blower Systems	Hartford
Underwood Corporation	Bridgeport	Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91	Colonial Blower Company	Hartford
Advertising Specialties		Automotive Tools	Middletown	Connecticut Blower Company	Hartford
H C Cook Co The 32 Beaver St	Ansonia	Eis Manufacturing Company Bakelite Moldings	Middletown	L R Mfg Div of The Ripley Co	Torrington
Waterbury Companies Inc	Waterbury	Watertown Mfg Co The	Watertown	Blueprints and Photostats	
Aero Webbing Products		Bakery Ovens		Joseph Merritt & Co	Hartford
Russell Mfg Co The	Middletown	American Machine & Foundry Co	New Haven	Boilers	Hartford
Air Compressors		Balls		Bigelow Co The	New Haven
Spencer Turbine Co The	Hartford	Abbott Ball Co The (steel bearing and burnishing)	Hartford	Petroleum Heat & Power Co (domestic only)	Stamford
Air Conditioning		Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford	Bolts & Nuts	
Home Heating Service Inc (forced air heating units, oil fired)	South Norwalk	Kilian Steel Ball Corp The	Hartford	Blake & Johnson Co The (nuts, machine screw-bolts, stove)	Waterville
Aircraft		Banks		Clark Brothers Bolt Co	Milldale
Chance Vought Aircraft Division United Aircraft Corporation (airplanes)	Stratford	Hall Mfg Co (dime and combination) Barrels	Ansonia	O K Tool Co Inc The (T-Slot)	33 Hull St Shelton
Sikorsky Aircraft Division United Aircraft Corporation (helicopters)	Bridgeport	Abbott Ball Co The (burnishing and tumbling)	Hartford	Bonderizing	
Aircraft Accessories		Hartford Steel Ball Co The (tumbling)	Hartford	Craiglow Mfg Company	Portland
Chandler Evans Division Niles-Bement-Pond Co (jet engine accessories, aircraft carburetors, fuel pumps, water pumps and Protek plugs)	West Hartford	Bath Tubs	New Haven	Leeds Electric and Mfg Co The	Hartford
Warren McArthur Corp (Airplane Seatings)	Bantam	Bearings		Bouillon Cubes	
Aircraft Electrical Testing Equipment		Fafnir Bearing Co (ball)	New Britain	Maggi Co Inc (Maggi's)	New Milford
United Advertising Corp, Electrical Division	New Haven	New Departure Div of General Motors (ball)	Bristol	Box Board	
Aircraft—Repair & Overhaul		Norma-Hoffmann Bearings Corp (ball and roller)	Stamford	Lydall & Foulds Paper Co The	Manchester
Airport Department Pratt & Whitney Aircraft Division Rentzschler Field East Hartford		Bellows		National Folding Box Co	New Haven
United Airports Div United Aircraft Corp Rentzschler Field East Hartford		Bridgeport Thermostat Company Inc (metallic)	Bridgeport	New Haven Pulp & Board Co	New Haven
Aircraft Tubes		Bridgeport Thermostat Company Inc	Bridgeport	Robertson Paper Box Co	Montville
American Tube Bending Co Inc	New Haven	Bellows Assemblies		Robert Gair Co	Portland
Air Ducts		Bridgeport Thermostat Company Inc	Bridgeport	Boxes	
Wiremold Co The (Retractable)	Hartford	Bellows Shaft Seal Assemblies		Craiglow Mfg Company (metal)	Portland
Airplanes		Bridgeport Thermostat Company Inc	Bridgeport	Folding Cartons Incorporated (paper, folding)	Manchester
Chance-Vought Aircraft Div United Aircraft Corp	Stratford	Bells		Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Aluminum Castings		Bevin Brothers Mfg Co	East Hampton	Robert Gair Co (corrugated and solid fibre shipping containers)	Portland
Eastern Malleable Iron Company The	Naugatuck	Gong Bell Co The	East Hampton	Boxes & Crates	
Newton-New Haven Co 688 Third Avenue	West Haven	Gaynor Electric Company Inc (and buzzers)	Bridgeport	City Lumber Co of Bridgeport Inc The	Bridgeport
Aluminum Forgings		N N Hill Brass Co The	East Hampton	Boxes—Paper—Folding	
Scovill Manufacturing Company Waterbury 91		Belt Fasteners		Atlantic Carton Corp	Norwich
Aluminum Goods		Saling Manufacturing Company	Waterbury	Bridgeport Paper Box Co	Bridgeport
Waterbury Companies Inc	Waterbury	(patented self-aligning)	Unionville	Carpenter-Hayes Paper Box Co Inc The	East Hampton
Aluminum Ingots		Beltting		M S Dowd Carton Co	Groton
Lapides Metals Corp	New Haven	Hartford Belting Co	Hartford	National Folding Box Co (paper folding)	New Haven
Aluminum Lasts		Russell Mfg Co The	Middletown	New Haven Pulp & Board Co The	New Haven
Shoe Hardware Div U S Rubber Company	Waterbury	Thames Belting Co The	Norwich	Robertson Paper Box Co	Montville
Aluminum—Sheets & Coils		Benches		Robert Gair Co	Portland
United Smelting & Aluminum Co Inc	New Haven	Charles Parker Co The (piano)	Meriden	S Curtis & Son Inc	Sandy Hook
Ammunition		Bends—Pipe or Tube		Warner Brothers Company The	Bridgeport
Remington Arms Co Inc	Bridgeport	National Pipe Bending Co The	160 River St New Haven	Boxes—Paper—Setup	
Winchester Repeating Arms Company Division		Bent Tubing		Bridgeport Paper Box Co	Bridgeport
Olin Industries Inc	New Haven	American Tube Bending Co Inc	New Haven	Hemminway Corporation The	Waterbury
Anodizing		Bicycle Coaster Brakes		Brake Cables	
Conn Metal Finishing Co	Hamden	New Departure Div General Motors Corp	Bristol	Eis Manufacturing Co	Middletown
Apparel Fabrics—Woolen & Worsted		Bicycle Sundries		Brake Linings	
Broad Brook Company	Broad Brook	New Departure Div General Motors Corp	Bristol	Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial)	Bridgeport
Artificial Leather		Binders Board		Russell Mfg Co The	Middletown
Permatex Fabrics Corp The	Jewett City	Colonial Board Company	Manchester	Brake Service Parts	
Zapon Div Atlas Powder, Co	Stamford	Biological Products		Eis Manufacturing Co	Middletown
Asbestos		Ernst Bischoff Company Inc	Ivoryton	Brass and Bronze	
Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown	Blackening Salts for Metals		American Brass Co The (sheet, wire, rods, tubes)	Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (brake linings, clutch facings, sheet packing and wick)	The	Mitchell-Bradford Chemical Co	Bridgeport	Bristol Brass Corp The (sheet, wire, rods)	Waterbury
Rockbestos Products Corp (insulated wire, cable and cords)	Bridgeport	Blades		Chase Brass & Copper Co	Waterbury
Asbestos & Rubber Packing	New Haven	Capewell Manufacturing Company Metal Saw Division (back saw and band saw)	Hartford	Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Colt's Manufacturing Company	Hartford	Blankets—Automatic		Scovill Manufacturing Company	Waterbury 91
Assemblies—Small		General Electric Company	Bridgeport	Thinsheet Metals Co The (sheets and rolls)	Waterbury
Greist Manufacturing Co The	New Haven	Bleaching, Dyeing, Printing & Finishing		Brass Mill Products	
Han-Dee Spring and Manufacturing Co The (Small)	Hartford	Glasgo Finishing Co The	Glasgo	Bridgeport Brass Co	Bridgeport
Wallace Barnes Co The Div Associated Spring Corp	Bristol	United States Finishing Company The (textile fabrics)	Norwich	Chase Brass & Copper Co	Waterbury
Auto Cable Housing		Blanks		Scovill Manufacturing Company	Waterbury 91
Wiremold Company The	Hartford	Howard Company (cupola fire clay)	New Haven	Brass Stencils—Interchangeable	
Automatic Control Instruments				Fletcher Terry Co The	Forestville
Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury			[Advt.]	
Automobile Accessories					
Kilborn-Sauer Company (lights and other accessories)	Fairfield				
Raybestos Div of Raybestos-Manhattan Inc The (brake lining, rivet brass, clutch facings, packing)	Bridgeport				

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<b>Brass Wall Plates</b>	<b>Castings—Permanent Mould</b>	<b>Copper (Continued)</b>
Gaynor Electric Company Inc	Bradley & Hubbard Mfg Co The (zinc and aluminum)	Chase Brass & Copper Co (sheet, rod, wire tube)
<b>Brick—Building</b>		Waterbury
Donnelly Brick Co The	New Britain	Thinsheet Metals Co The (sheets and rolls)
<b>Bricks—Fire</b>		Waterbury
Howard Company	New Haven	<b>Copper Sheets</b>
<b>Bright Wire Goods</b>		Seymour
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C. H. Hooks)	New Haven	New Haven Copper Co The
<b>Broaching</b>		<b>Copper Shingles</b>
American Standard Co	Plantsville	New Haven Copper Co The
Hartford Special Machinery Co The	Hartford	<b>Copper Water Tube</b>
<b>Brooms—Brushes</b>		Bridgeport Brass Co
Fuller Brush Co The	Hartford	<b>Cords—Asbestos</b>
<b>Buckles</b>		General Electric Company
B Schwanda & Sons	Staffordville	<b>Cords—Braided</b>
G E Prentice Mfg Co The	Kensington	General Electric Company
Hatheway Mfg Co The (Dee Rings)	Bridgeport	<b>Cords—Heater</b>
Hawie Mfg Co The	Bridgeport	General Electric Company
John M Russell Mfg Co Inc	Naugatuck	<b>Cords—Portable</b>
Patent Button Co The	Waterbury	General Electric Company
Shoe Hardware Div U S Rubber Company (footwear, clothing and strap)	Waterbury	<b>Cord Sets</b>
Waterbury Companies Inc	Waterbury	General Electric Company
<b>Buffing &amp; Polishing Compositions</b>		<b>Cork Cots</b>
Apothecaries Hall Co	Waterbury	Sonoco Products Co (Climax-Lowell Div)
Lea Mfg Co	Waterbury	<b>Corrugated Box Manufacturers</b>
<b>Buffing Wheels</b>		Danbury Square Box Co The
Williamsville Buff Mfg Co The	Danielson	<b>Corrugated Shipping Cases</b>
<b>Buttons</b>		Connecticut Corrugated Box Div Robert Gair Co Inc
B Schwanda & Sons	Staffordville	D L & D Container Corp 87 Shelton Ave
Colt's Manufacturing Company	Hartford	New Haven
L C White Company The	Waterbury	<b>Cosmetic Containers</b>
Frank Parizek Manufacturing Co The	West Willington	Eyelet Specialty Co The
Patent Button Co The	Waterbury	<b>Cosmetics</b>
Scovill Manufacturing Company (Uniform and Tack Fasteners)	Waterbury 91	J B Williams Co The
Waterbury Companies Inc	Waterbury	Northam Warren Corporation
<b>Cabinets</b>		<b>Cotton Batting &amp; Jute Batting</b>
Charles Parker Co The (medicine)	Meriden	Palmer Brothers Co
<b>Cabinet Work</b>		<b>Cotton Yarn</b>
Hartford Builders Finish Co	Hartford	Floyd Cranska Co The
<b>Cable—BX Armored</b>		<b>Counting Devices</b>
General Electric Company	Bridgeport	Veeder-Root Inc
<b>Cable—Nonmetallic Sheathed</b>		<b>Cut Stone</b>
General Electric Company	Bridgeport	Dextone Co The
<b>Cable—Service Entrance</b>		<b>Cutters</b>
General Electric Company	Bridgeport	American Standard Co (special)
<b>Cages</b>		Barnes Tool Company The (pipe cutters, hand)
Andrew B Hendryx Co The (bird and animal)	Meriden	New Haven
<b>Cams</b>		O K Tool Co Inc The (inserted tooth milling)
Hartford Special Machinery Co The	Hartford	33 Hull St
Rowbottom Machine Company Inc	Waterbury	Standard Machinery Co The (rotary board, single and duplex)
<b>Canvas Products</b>		Mystic
F B Skiff Inc	Hartford	<b>Delayed Action Mechanism</b>
<b>Capacitors</b>		M H Rhodes Inc
Electro Motive Mfg Co Inc The (mica & trimmer)	Willimantic	R W Cramer Company Inc The
<b>Card Clothing</b>		<b>Dental Gold Alloys</b>
Standard Card Clothing Co The (for textile mills)	Stafford Springs	J M Ney Company The
<b>Carpenter's Tools</b>		<b>Diamonds—Industrial</b>
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vises)	New Haven	Diamond Tool and Die Works
<b>Carpets and Rugs</b>		Dictaphone Corporation
Bigelow-Sanford Carpet Co	Thompsonville	Gray Manufacturing Company The
<b>Carpet Lining</b>		Soundscorer Corporation The
Palmer Brothers Co	Fitchville	<b>Die &amp; Tool Makers</b>
<b>Casket Trimmings</b>		Parsons Tool Inc
Bridgeport Casket Hardware Co The		<b>Die Castings</b>
<b>Casters</b>	Bridgeport	Newton-New Haven Co Inc
Bassick Company The (Industrial and General)		688 Third Ave
<b>Casters—Industrial</b>	Bridgeport	West Haven
George P Clark Co	Windsor Locks	<b>Die Casting Dies</b>
<b>Castings</b>		ABA Tool & Engineering Co
Bradley & Hubbard Mfg Co The (grey iron, brass, bronze, aluminum)	Meriden	Manchester
Charles Parker Co The (gray iron)	Meriden	Parker Stamp Works Inc
Eastern Malleable Iron Company The (malleable iron, Z metal and alloy)	Naugatuck	Hartford
Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London	Weimann Bros Mfg Co The
John M Russell Mfg Co Inc (brass, bronze and aluminum)	Naugatuck	Derby
Malleable Iron Fittings Co (malleable iron and steel)	Brantford	<b>Die Castings (Aluminum &amp; Zinc)</b>
McLagon Foundry Co (gray iron)	New Haven	Corbin Cabinet Lock Div American Hardware Corp
Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven	New Britain
Philbrick-Booth & Spencer Inc (grey iron)	Hartford	<b>Die-Heads—Self Opening</b>
Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91	Eastern Machine Screw Corp
Sessions Foundry Co The (gray iron)	Bristol	The Truman & Barclay Sts
Union Mfg Co (gray iron)	New Britain	New Haven
Waterbury Foundry Company The (highway & sash weights)	Waterbury	Geometric Tool Co The
Wilcox Crittenden & Co Inc (gray iron and brass)	Middlebury	<b>Dies</b>
		American Standard Co
		Hoggson & Pettis Mfg Co The
		141 Brewery St
		New Haven
		Parker Stamp Works Inc The (for plastics and die castings)
		Hartford
		<b>Dish Washing Machines</b>
		Colt's Manufacturing Company
		<b>Disk Harrows</b>
		Orkil Inc—Cutaway Harrow Division
		Higganum
		<b>Door Closers</b>
		P & F Corbin Division The American Hard-
		ware Corp
		New Britain
		Sargent & Company
		New Haven
		Yale & Towne Manufacturing Company The
		Stamford
		<b>Dowel Pins</b>
		Allen Manufacturing Co The
		<b>Drafting Accessories</b>
		Hartford
		Joseph Merrit & Co
		Hartford
		<b>Draperies</b>
		Palmer Brothers Co
		Fitchville
		<b>Drilling Machines</b>
		Henry & Wright Manufacturing Company The
		(sensitive)
		Hartford (Advt.)

# T I T ' S M A D E I N C O N N E C T I C U T

Drop Forgings	Elevators	Foundry Riddles
Atwater Mfg Co Plantsville	Eastern Machinery Co The (passenger and freight)	John P Smith Co The 423-33 Chapel St New Haven
Blakeslee Forging Co The Plantsville	New Haven	Rolock Inc (brass, galvanized, steel) Southport
Bridgeport Hdwe Mfg Corp The Bridgeport	Hartford	Furnaces
Capewell Mfg Company Hartford	Hamden	Home Heating Service Inc (warm air oil fired) South Norwalk
Wilcox Crittenden & Co Inc Middletown	Leeds Electric and Mfg Co The (including wrinkle finishes)	W S Rockwell Company (Industrial) Fairfield
<b>Druggists' Rubber Sundries</b>	Waterbury	<b>Furnace Linings</b>
Goodyear Rubber Sundries Inc (Guardian "Plasti-Cleer," baby pants, crib sheets & bibs, household aprons, raincoats, scarves & hoods, shower curtains, etc.) New Haven	Enameling	Mullite Refractories Co The Shelton
Seamless Rubber Company The New Haven	Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	Furniture Pads
Dust Collecting Systems	East Hartford	Gilman Brothers Company The Gilman
Connecticut Blower Company Hartford	Wolverine Motor Works Inc (diesel stationary marine)	Fuse Blocks
Edged Tools	Portland	Gregory Manufacturing Co Inc The New Haven
Collins Co The (axes and other edged tools) Collinsville	Curtis 1000 Inc Hartford	Fuses—Plug and Cartridge
<b>Elastic Webbing</b>	United States Envelope Company, Hartford Division	General Electric Company Bridgeport
Russell Mfg Co The Middletown	Walton Company The 94 Allyn St Hartford	Fonda Gage Company (Fonda lifetime-carbide and steel) Stamford
General Electric Company Bridgeport	Eyelets	<b>Galvanizing</b>
Silex Co The 80 Pliny St Hartford	L C White Company The Waterbury	Malleable Iron Fittings Co Branford
<b>Electric Cables</b>	Platt Bros & Co The P O Box 1030 Waterbury	Wilcox Crittenden & Co Inc Middletown
Rockbestos Products Corp (asbestos insulated) New Haven	Plume & Atwood Mfg Co The Waterbury	<b>Galvanizing &amp; Electrical Plating</b>
Electric Circuit Breakers	Scovill Manufacturing Company Waterbury 91	Gillette-Vibber Co The New London
Trumbull Electric Mfg Co The Plainville	Waterbury Companies Inc Waterbury	<b>Gaskets</b>
Electric—Commutators & Segments	Fans—Electric	Auburn Manufacturing Company The (from all materials)
Cameron Elec Mfg Co The (rewinding motors) Ansonia	General Electric Company Bridgeport	Raybestos Div of Raybestos-Manhattan Inc The Bridgeport
Electric Cord & Cord Sets	Fasteners—Slide & Snap	<b>Gauges</b>
Accurate Insulated Wire Corp New Haven	G E Prentice Mfg Co The Kensington	American Standard Co Plantsville
Electric Cords	Scovill Manufacturing Company (Snap) Waterbury 91	Bristol Co The (pressure and vacuum—recording automatic control) Waterbury
Rockbestos Products Corp (asbestos insulated) New Haven	Felt	Fonda Gage Company (special) Stamford
Electric Eye Control	Auburn Manufacturing Company The (mechanical, cut parts)	Heicoid Gage Division American Chain & Cable Co Inc Bridgeport
United Cinephone Corporation Torrington	American Felt Co (Mills & Cutting Plant)	Manning Maxwell & Moore Inc Bridgeport
Electric Fixture Wire	Chas W. House & Sons Inc (Mills & Cutting Plant)	<b>Gears and Gear Cutting</b>
Rockbestos Products Corp (asbestos insulated) New Haven	Ferrules	Hartford Special Machinery Co The Hartford
Electric Hand Irons	Waterbury Companies Inc Waterbury	Glass and China
Winsted Hardware Mfg Co (trade mark "Durabil") Winsted	Fibre Board	Rockwell Silver Co The (silver decorated) Meriden
<b>Electric Insulation</b>	Case Brothers Inc Manchester	<b>Glass Blowing</b>
Case Brothers Inc Manchester	Ch H Norton Co The North Westchester	Macalaster Bicknell Company New Haven
Rogers Corporation The Manchester	Rogers Corporation (Specialty) Manchester	<b>Glass Coffee Makers</b>
Electric Knife Switches	File Cards	Silex Co The 80 Pliny St Hartford
Gregory Manufacturing Co Inc The New Haven	Standard Card Clothing Co The Stafford Springs	<b>Glass Cutters</b>
Electrical Outlet and Switch Boxes, and Covers	Film Spools	Fletcher Terry Co The Box 415 Westville
General Electric Company Bridgeport	Watkins Manufacturing Co Inc Milford	Glass Processing
Electric Panel Boards	H C Cook Co The 32 Beaver St Ansonia	Woodbury Glass Company Inc Box 8 East Hartford
Federal Electric Products Co Inc Hartford	Finger Nail Clippers	<b>Golf Equipment</b>
Trumbull Electric Mfg Co The Plainville	Colt's Manufacturing Company Hartford	Horton Mfg Co The (clubs, shafts, balls, bags) Bristol
<b>Electric Safety Switches</b>	Remington Arms Co Inc Bridgeport	Pickering Governor Co The (speed regulating, centrifugal, hydraulic) Portland
Federal Electric Products Co Inc Hartford	Winchester Repeating Arms Company Division	<b>Greeting Cards</b>
Trumbull Electric Mfg Co The Plainville	Olin Industries Inc New Haven	A D Steinback & Sons Inc New Haven
Electric Signs	<b>Fire Hose</b>	Grinding
United Advertising Corp New Haven	Fabrics Fire Hose (municipal and industrial) Sandy Hook	Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)
Electric Specialties	Fireplace Goods	19 Staples St Bridgeport
Gregory Manufacturing Co Inc The New Haven	American Windshield & Specialty Co The 881 Boston Post Road Milford	Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford
Electric Time Controls	John P Smith Co The (screens) 423-33 Chapel St New Haven	Grinding Machines
R W Cramer Company Inc The Centerbrook	Dextone Co The New Haven	Rowbottom Machine Company Inc (cam) Waterbury
Electric Timepieces	Fireworks	Grommets
New Haven Clock and Watch Co The (automobile and alarm) New Haven	M Backes' Sons Inc Wallingford	Plume & Atwood Mfg Co The (brass and zinc) Waterbury
Electric Wire	Fishing Tackle	<b>Hand Tools</b>
Rockbestos Products Corp (asbestos insulated) New Haven	Bevin-Wilcox Line Co The (lines)	Bridgeport Hdwe Mfg Corp The (nail pullers, scoult axes, box opening tools, trowels, coping saws, putty knives) Bridgeport
<b>Electrical Circuit Breakers</b>	Flashlights	James J Ryan Tool Works The (screw drivers, machinist's punches, cold chisels, scratch awls and nail sets) Southington
Federal Electric Products Co Inc Hartford	Winchester Repeating Arms Company Division Olin Industries Inc New Haven	Peck Stow & Wilcox Co The (Bit braces, chisels, dividers, draw knives, hammers, pliers, squares, snips, wrenches) Southington
Electrical Conduit Fittings & Grounding Specialists	Floor & Ceiling Plates	<b>Hardware</b>
Gillette-Vibber Company The New London	Beaton & Cadwell Mfg Co The New Britain	Bassick Company The (Automotive) Bridgeport
Electrical Control Apparatus	Gaynor Electric Company Inc Bridgeport	Hall Mfg Co (bridge table) Ansonia
Federal Electric Products Co Inc Hartford	Fluorescent Lighting Equipment	P & F Corbin Division The American Hardware Corp (Builders) New Britain
Trumbull Electric Mfg Co The Plainville	Vanderbilt Manufacturing Co The Willimantic	Sargent & Company New Haven
<b>Electrical Goods</b>	Wiremold Company The Hartford	Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
A C Gilbert Co New Haven	Food Mixers—Electric	Yale & Towne Manufacturing Company The (builders) Stamford
Electrical Motors	General Electric Company Bridgeport	<b>Hardware—Marine &amp; Bus</b>
U S Electrical Motors Inc Milford	Clark Brothers Bolt Co Milford	Rostand Mig Co The Milford
Electrical Recorders	Heppenstall Co (all kinds and shapes)	<b>Hardware—Trailer Cabinet</b>
Bristol Co The Waterbury	Scovill Manufacturing Company (Non-ferrous) Waterbury 91	Excelsior Hardware Co The Stamford
Electrical Relays and Controls	Foundries	Hardware, Trunk & Luggage
Allied Control Co Plantsville	Sessions Foundry Co The (iron) Bristol	Corbin Cabinet Lock Div American Hardware Corp New Britain
Airadio Incorporated Stamford	Union Mfg Co (gray iron) New Britain	J H Sessions & Son Bristol
Electronics	Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown	Yale & Towne Manufacturing Company The Stamford (Advt.)
Crystal Research Laboratories Inc Hartford		
Gray Manufacturing Company The Hartford		
United Cinephone Corporation Torrington		
Electroplating		
National Sherardizing & Machine Co Hartford		
Waterbury Plating Company Waterbury		
Electroplating—Equipment & Supplies New Haven		
Enthone Inc Waterbury		
MacDermid Incorporated Waterbury		
Electrotypes		
W T Barnum & Co Inc (all classes) New Haven		

# IT'S MADE IN CONNECTICUT

<b>Hat Machinery</b>		<b>Key Blanks</b>
Doran Bros Inc	Danbury	Corbin Cabinet Lock Div American Hardware Corp
Health, Surgical & Orthopedic Supports		New Britain
Berger Brothers Company The (custom made for back, breast and abdomen)	New Haven	Graham Mfg Co The
Heat Lamps		Derby
General Electric Company	Meriden	Sargent & Company
Heat Treating		New Haven
A F Holden Co The 52 Richard St West Haven		Yale & Towne Manufacturing Company The
Bennett Metal Treating Co The		Stamford
1945 New Britain Ave	Elmwood	
Driscoll Wire Company The		
New Britain-Gridley Machine Division	Shelton	
The New Britain Machine Co	New Britain	
Stanley P Rockwell Co Inc The		Terryville
296 Homestead Ave	Hartford	
Heat-Treating Equipment		
A F Holden Company The 52 Richard Street		New Haven
West Haven (Main Plant)		
Autoyre Company The	Oakville	
Stanley P Rockwell Co Inc The (commercial)		
2996 Homestead Ave	Hartford	
Wallace Barnes Co The Div Associated Spring Corp		
Heat Treating Salts and Compounds		
A F Holden Company The		
52 Richard Street West Haven		
Mitchell-Bradford Chemical Co	Bridgeport	
Heating Apparatus		
Miller Company The (domestic oil burners and heating devices)	Meriden	
Hex-Socket Screws		
Bristol Company The	Waterbury	
Highway Guard Rail Hardware		
Malleable Iron Fittings Co	Branford	
Hinges		
Homer D Bronson Company	Beacon Falls	
Hobs and Hobbing		
ABA Tool & Engineering Co	Manchester	
Hoists and Trolleys		
Union Mfg Company	New Britain	
Home Laundry Equipment		
General Electric Company	Bridgeport	
Hose Supporter Trimmings		
Hawie Mfg Co The (So-Lo Grip Tab)		
Hospital Signal Systems		
Connecticut Telephone & Electric Division of Great American Industries Inc	Meriden	
Hot Water Heaters		
Petroleum Heat & Power Co (Instantaneous domestic oil burner)	Stamford	
Hydraulic Brake Fluids		
Eis Manufacturing Co	Middletown	
Industrial Finishes		
Zapon Div Atlas Powder Co	Stamford	
Industrial and Marking Tapes		
Seamless Rubber Company The	New Haven	
Industrial Refrigeration		
Bowser Inc Refrigeration Division (Specialists)	Terryville	
Infra-Red Equipment		
Leeds Electric and Mfg Co The	Hartford	
Insecticides		
American Cyanamid & Chemical Corp		
Darworth Incorporated ("Coracide" DDT Dispenser)	Simsbury	
Insecticide Bomb		
Bridgeport Brass Company (Aer-a-sol)	Bridgeport	
Insulated Wire Cords & Cables		
Kerite Insulated Wire & Cable Co Inc The		
Instruments		
Bristol Company The	Waterbury	
J-B-T Instruments Inc (Electrical and Temperature)	New Haven	
Insulation		
Gilman Brothers Co The	Gilman	
Insulating Refractories		
Mullite Refractories Co The	Shelton	
Inter-Communications Equipment		
Connecticut Telephone & Electric Division of Great American Industries Inc	Meriden	
Ironing Machines—Electric		
General Electric Company	Bridgeport	
Jacquard		
Case Brothers Inc	Manchester	
J H Sessions & Son	Bristol	
Jib Borer		
Moore Special Tool Co (Moore)	Bridgeport	
Jig Boring		
American Standard Co		
Parsons Tool Inc	Plantsville	
Jig Grinder		
Moore Special Tool Co (Moore)	Bridgeport	
Jigs and Fixtures		
American Standard Co	Plantsville	
Jointing		
Raybestos Div of Raybestos-Manhattan Inc The (compressed sheet)	Bridgeport	
Labels		
J & J Cash Inc (Woven)	South Norwalk	
Label Moisteners		
Better Packages Inc	Shelton	
Laboratory Equipment		
Bowser Inc Refrigeration Division		
Eastern Industries Inc	Terryville	
Laboratory Supplies		
Macalaster Bicknell Company	New Haven	
Lacquers & Synthetic Enamels		
Zapon Div Atlas Powder Co	Stamford	
Ladders		
A W Flint Co	196 Chapel St New Haven	
Lampholders—Incandescent and Fluorescent		
General Electric Company	Bridgeport	
Lamp Shades		
Verplex Company The	Essex	
Lathes		
Bullard Company The (vertical turret cutmaster and Multi-Au-Matic, vertical multi-spindle)		
Bridgeport		
Leather		
Herman Roser & Sons Inc (Genuine Pigskin)	Kensington	
Geo A Shepard & Sons Co The (sheepskin, shoe upper, garment, grain and suede)	Bethel	
Leather Goods Trimmings		
G E Prentice Mfg Co The	Middletown	
Letterheads		
Auburn Manufacturing Company The (packings, cubs, washers, etc.)	Middletown	
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven	
Lighting Accessories—Fluorescent		
General Electric Company	Norfolk	
Lights—Trouble		
General Electric Company	Bridgeport	
Lighting Equipment		
Miller Co The (Miller, Duplexelite, Ivanhoe)	Meriden	
Waterbury Companies Inc	Waterbury	
Lightning Protection		
Edward H Brown	Hartford & New Haven	
Lithography		
New Haven Printing Company The	New Haven	
Locks—Banks		
Yale & Towne Manufacturing Company The	Stamford	
Locks—Builders		
P & F Corbin Division The American Hardware Corp	New Britain	
Sargent & Company	New Haven	
Yale & Towne Manufacturing Company The	Stamford	
Locks—Cabinet		
Corbin Cabinet Lock Div American Hardware Corp	New Britain	
Excelsior Hardware Co The	Stamford	
Yale & Towne Manufacturing Company The	Stamford	
Locks—Special Purpose		
Yale & Towne Manufacturing Company The	Stamford	
Locks—Suit-Case and Trimmings		
Corbin Cabinet Lock Div American Hardware Corp	New Britain	
Excelsior Hardware Co The	Stamford	
Locks—Trunk		
Yale & Towne Manufacturing Company The	Stamford	
Locks—Zipper		
Excelsior Hardware Co The	Stamford	
Loom—Non-Metallic		
Wiremold Company The	Hartford	
Falls Company The	Norwich	
Lumber & Millwork Products		
City Lumber Co of Bridgeport Inc	Bridgeport	
Machinery		
Fenn Manufacturing Company The (Special)	Hartford	
Globe Tapping Machine Company (dial type drilling and tapping)	Bridgeport	
Hallden Machine Company The (mill)	Thomaston	
Peck Stow & Wilcox Co The (Machines & tools for sheet metal fabrication—manually & power operated)	Southington	
Machinery (Continued)		
Standard Machinery Co The (bookbinders)	Mystic	
Torrington Manufacturing Co The (mill)	Torrington	
Machine Bases		
State Welding Co The (Fabricated Steel & Salvage of Broken Castings)	Hartford	
Machine Work		
Fenn Manufacturing Company The (precision parts)	Hartford	
Grandahl Tool and Machine Company	Hartford	
Hartford Special Machinery Co The (contract work only)	Hartford	
National Sherardizing & Machine Co (Job)	Hartford	
Parker Stamp Works Inc The (Special)	Hartford	
Torrington Manufacturing Co The (special rolling mill machinery)	Torrington	
Machines		
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	
Patent Button Company The	Waterbury	
Special Devices Inc (Special, new developments, engineering, design and construction)	Berlin	
Machines—Automatic		
A H Nilson Mach Co The (Special)	Bridgeport	
Machines—Automatic Chucking		
New Britain-Gridley Machine Division		
The New Britain Machine Co (multiple spindle and double end)	New Britain	
Machines—Automatic Screw		
New Britain-Gridley Machine Division		
The New Britain Machine Co (single and multiple spindle)	New Britain	
Machines—Forming		
A H Nilson Mach Co The (four-slide wire and ribbon stock)	Bridgeport	
Machines—Paper Ruling		
John MacAdams & Sons Inc	Norwalk	
Machines—Precision Boring		
New Britain-Gridley Machine Division		
The New Britain Machine Co	New Britain	
Machines—Slotting		
Waterbury Farrel Foundry & Machine Co		
The (screw head)	Waterbury	
Machines—Thread Rolling		
Waterbury Farrel Foundry & Machine Co		
The	Waterbury	
Machines—Well Drilling		
Consolidated Industries	Wallingford	
Machinery—Bolt and Nut		
Waterbury Farrel Foundry & Machine Co		
The	Waterbury	
Machinery—Cold Heading		
Waterbury Farrel Foundry & Machine Co		
The	Waterbury	
Machinery Dealers & Rebuilders		
Botwinik Brothers	New Haven	
J L Lucas and Son	Fairfield	
Machinery—Metal-Working		
Bristol Metal-working Equipment	Hartford	
Waterbury Farrel Foundry & Machine Co		
The	Waterbury	
Machinery—Nut		
Waterbury Farrel Foundry & Machine Co		
The (forming and tapping)	Waterbury	
Machinery—Screw and Rivet		
Waterbury Farrel Foundry & Machine Co		
The	Waterbury	
Machinery—Wire Drawing		
Waterbury Farrel Foundry & Machine Co		
The	Waterbury	
Mall Boxes, Apartment & Residential		
Corbin Cabinet Lock Div American Hardware Corp	New Britain	
Mailing Machines		
Pitney-Bowes Inc	Stamford	
Manganese Bronze Ingots		
Whipple and Choate Company	Bridgeport	
Marine Engines		
Killborn-Sauer Company (running lights and searchlights)	Fairfield	
Lathrop Engine Co The	Mystic	
Marine Equipment		
Wilcox Crittenden & Co Inc	Middletown	
Marine Reverse Gears		
Snow-Nabstdt Gear Corp The	New Haven	
Marking Devices		
Hoggson & Pettis Mfg Co The	New Haven	
Parker Stamp Works Inc The (steel)	Hartford	
Matrices		
W T Barnum & Co Inc	New Haven	
Mattresses		
Palmer Brothers Co	Fitchville	
Waterbury Mattress Co	Waterbury	
Mechanical Assemblies—Small		
M H Rhodes Inc	Hartford	
Mechanical Specialties		
Gregory Manufacturing Co Inc The	New Haven (Advt.)	

# IT'S MADE IN CONNECTICUT

<b>Mechanics Hand Tools</b>	<b>Nickel Silver</b>	<b>Phosphor Bronze Ingots</b>
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools)	Seymour Mfg Co The Waterbury Rolling Mills Inc (sheets, strips, rolls)	Whipple and Choate Company The Photographic Equipment
<b>Metal Cleaners</b>	<b>Nickel Silver Ingot</b>	Kalart Company Inc
Apothecaries Hall Co	Whipple and Choate Company The	Photo Reproduction
MacDermid Incorporated	Night Latches	New Haven Printing Company The
<b>Metal Cleaning Machines</b>	P & F Corbin Division The American Hardware Corp	New Haven
Colt's Manufacturing Company	Sargent & Company	Pratt Read & Co Inc (keys and action)
<b>Metal Finishes</b>	Yale & Towne Manufacturing Company The	Ivoryton
Mitchell-Bradford Chemical Co	<b>Non-ferrous Metal Castings</b>	Pratt Read & Co (keys and actions, backs, plates)
<b>Metal Finishing</b>	Miller Company The	Goodman Brothers
National Sherardizing & Machine Co	Nuts, Bolts and Washers	Pickles
Waterbury Plating Company	Clark Brothers Bolt Co	Pin Up Lamps
<b>Metal Goods</b>	Office Equipment	Verplex Company The
Waterbury Companies Inc (to order)	Pitney-Bowes Inc	Pipe
<b>Metalizing</b>	Underwood Corporation	American Brass Co The (brass and copper)
Conn Metal Finishing Co	Bridgeport & Hartford Offset Printing	Bridgeport Brass Co (brass & copper)
<b>Metal Novelties</b>	New Haven Printing Company The	Bridgeport
H C Cook Co The 32 Beaver St Ansonia	<b>Oil Burners</b>	Chase Brass & Copper Co (red brass and copper)
Waterbury Companies Inc	Miller Company The (domestic)	Crane Company (fabricated)
<b>Metal Products</b>	Petroleum Heat & Power Co (domestic, commercial and industrial)	Howe Co (cement well and chimney)
State Welding Company The	Silent Glow Oil Burner Corp The	New Haven
<b>Metal Products—Stampings</b>	1427 Park St	Pipe Fittings
J H Sessions & Son	W S Rockwell Company (Industrial)	Corley Co Inc The (300# AAR)
Scovill Manufacturing Company (Made-to-Order)	Watebury 91	Malleable Iron Fittings Co
Waterbury Companies Inc	Waterbury	Pipe Plugs
<b>Metal Specialties</b>	<b>Olivs</b>	Holo-Krome Screw Corporation The (countersunk)
Excelsior Hardware Co The	John Magee & Co Incorporated	Plastic Buttons
<b>Metal Stampings</b>	Outlets—Electric	Colt's Manufacturing Company
Autoyre Co The (Small)	General Electric Company	Frank Parizek Manufacturing Co The
Bridgeport Chain & Mfg Co	Ovens	Patent Button Co The
DooVal Tool & Mfg Inc The	American Machine & Foundry Co New Haven	Waterbury Companies Inc
Excelsior Hardware Co The	W S Rockwell Company (Industrial)	Plasticrete Bloc
Grandahl Tool and Machine Company	Middleton	Plasticrete Corp
Geist Mfg Co The 503 Blake St New Haven	503 Blake St New Haven	Plastic Film Printing
Hayes Metal Stampings Inc	Hartford	Glasgo Finishing Co The
H C Cook Co The 32 Beaver St Ansonia	Hartford	Plastic Gems
J A Otterbein Company The (metal fabrications)	Middleton	Colt's Manufacturing Company
J H Sessions & Son	Watebury	Plastic Molders
Patent Button Co The	Waterbury	General Electric Company
Plume & Atwood Mfg Co The (brass, copper and steel)	Waterbury	Plastic—Moulders
G E Prentice Mfg Co The	Kensington	Colt's Manufacturing Company
Salina Manufacturing Company	Unionville	Conn Plastics
Scovill Manufacturing Company	Waterbury 91	Geo S Scott Mfg Co The
Stanley Works The	New Britain	Watertown Mfg Co The
Verplex Company The (Contract)	Essex	Waterbury Companies Co
Waterbury Companies Inc	Waterbury	Plastics—Moulds & Dies
<b>Meters—Gas</b>	Bridgeport	Parker Stamp Works Inc The (for plastics)
Sprague Meter Company	Bridgeport	Plates—Switch
<b>Microscope—Measuring</b>	Painting—Infras Red Baking	General Electric Company
Lundeberg Engineering Company	Grandahl Tool and Machine Company	Plasters
<b>Milk Bottle Carriers</b>	Hartford	Christie Plating Co
John P Smith Co The 423-33 Chapel St	New Haven	Patent Button Co The
<b>Millwork</b>	Hartford	Plainville Electro Plating Co The
Hartford Builders Finish Co	Hartford	Waterbury Plating Company
<b>Millboard</b>	Bridgeport	Chromium Process Company The
Raybestos Div of Raybestos-Manhattan Inc The (asbestos)	Bridgeport	Plating only)
<b>Milling Machines</b>	Connecticut Corrugated Box Div	Platers—Chrome
Rowbottom Machine Company Inc (cam)	Robert Gair Co Inc	Hartford Chrome Corporation The
<b>Mill Supplies</b>	New Haven Pulp & Board Co The	Plainville
Wilcox Crittenden & Co Inc	Robertson Paper Box Co	Electro Plating Co The
<b>Minute Minders</b>	Atlantic Carton Corp (folding)	Platers' Equipment
Lux Clock Mfg Co The	National Folding Box Co (folding)	Apothecaries Hall Company
<b>Mixing Equipment</b>	New Haven Pulp & Board Co The	MacDermid Incorporated
Eastern Industries Inc	Robertson Paper Box Co (folding)	Plating
<b>Monuments</b>	Strouse Adler Co The	Conn Metal Finishing Co
Beij & Williams Co The	Paper Boxes	Plumbers' Brass Goods
<b>Motor Switches</b>	Hartford	Bridgeport Brass Co
Gaynor Electric Company Inc	Bridgeport Paper Box Company	Keeney Mfg Co The (special bends)
<b>Moulded Plastic Products</b>	M Backes' Sons Inc	Scovill Manufacturing Company
Colt's Manufacturing Company	Warner Brothers Company The	Waterbury 48 Plumbing Specialties
Patent Button Co The	Bridgeport	John M Russell Mfg Co Inc
Waterbury Companies Inc	Paper Clips	Pole Line
Watertown Mfg Co The	H C Cook Co The (steel) 32 Beaver St Ansonia	Naugatuck
117 Echo Lake Road Watertown	Paper Tubes and Cores	Malleable Iron Fittings Co
<b>Mouldings</b>	Sonoco Products Co (Climax-Lowell Div)	Wallingford Polishing Wheels
Himmel Brothers Co The (architectural, metal and store front)	Mystic	Williamsville Buff Mfg Co The
<b>Moulds</b>	Sonoco Products Co (Climax-Lowell Div)	Poly Chokes
ABA Tool & Engineering Co	Clairglow Mfg Company	Poly Choke Company The (a shotgun choking device)
Hoggason & Pettis Mfg Co The (steel)	Passenger Transportation	Tariffville Postage Meters
114 Brewery St	Connecticut Company The (local, suburban and interurban)	Precious Metals
Lundeberg Engineering Company (plastic)	New Haven	J M Ney Company The (for industry)
Parker Stamps Works Inc The (compression, injection & transfer for plastics)	<b>Pet Furnishings</b>	Hartford Prefabricated Buildings
Sessions Foundry Co The (heat resisting for non-ferrous metals)	Andrew B Hendryx Co The	City Lumber Co of Bridgeport Inc The
Napper Clothing	Pharmaceutical Specialties	Bridgeport Preserves
Standard Card Clothing Co The (for textile mills)	Ernst Bischoff Company Inc	Goodman Bros (and jellies)
Nickel Anodes	Phosphor Bronze	Preservatives—Wood, Rope, Fabric
Apothecaries Hall Co	Miller Company The (sheets, strips, rolls)	Darworth Incorporated ("Cuprinol")
Seymour Mfg Co The	Seymour	Simsbury
	Waterbury Rolling Mills Inc (sheets, strips, rolls)	Press Buttons
	Waterbury	Gaynor Electric Company Inc
	Seymour	Press Papers
		Case Brothers Inc
		Manchester (Advt.)

# IT'S MADE IN CONNECTICUT

Presses	Rivets (Continued)	Machine Screw Products (Continued)
Henry & Wright Manufacturing Company The (automatic mechanical) Hartford	Plume & Atwood Mfg Co The (brass and copper) Waterbury	Corbin Screw Div American Hardware Corp New Britain
Standard Machinery Co The (plastic molding, embossing, and die cutting) Mystic	Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport	Duda & Goodwin Mfg Co Woodbury
Presses—Power Waterbury Farrel Foundry & Machine Co The Waterbury	Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport	Eastern Machine Screw Corp The Truman & Barclay Sta New Haven
Pressure Vessels Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk	Roasters—Electric General Electric Company Bridgeport	Greist Mfg Co The (Up to 1½" capacity) New Haven
Printing Case Lockwood & Brainard A Division of Connecticut Printers Inc Hartford	Bristol Brass Corp The (brass and bronze) Bristol	Humason Mfg Co The Forestville
Heminway Corporation The Waterbury	Scovill Manufacturing Company (Brass and Bronze) Waterbury 91	Lowe Mfg Co The Wethersfield
Hunter Press New Haven Printing Company The New Haven	Roller Skates Winchester Repeating Arms Company Division Olin Industries Inc New Haven	National Automatic Products Company The New Britain
Taylor & Greenough Co The New Haven	Rolling Mills and Equipment Waterbury Farrel Foundry & Machine Co Waterbury	Nelson's Screw Machine Products Plantville
T B Simonds Inc Hartford	Rubber Chemicals Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) Stamford	New Britain Machine Company The New Britain
The Walker-Rackliff Company New Haven	Rubberized Fabrics Duro-Gloss Rubber Co The New Haven	Olson Brothers Company (up to ¾" capacity) New Britain
Painting—Infr Red Baking Grandahl Tool and Machine Company Hartford	Rubber Footwear Goodyear Rubber Co The Middletown	Peck Spring Co The Plainville
Printing Presses Banthin Engineering Co (automatic) Bridgeport	United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U S Royal Footwear) Naugatuck	Plumé & Atwood Mfg Co The Waterbury
Printing Rollers Chambers-Stork Company Inc The (engraved) Norwich	Rubber Heels Danbury Rubber Co Inc The Danbury	Scovill Manufacturing Company Waterbury 91
Production Control Equipment United Cinephone Corporation Torrington	Rubber Products, Mechanical Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown	Wallace Metal Products Co Inc New Haven
Wassell Organization (Prod-Trol) Westport	Rubber Soles Danbury Rubber Co Inc The Danbury	Waterbury Machine Tools & Products Co (B & S & Swiss type automatic) Waterbury
Propellers—Aircraft Hamilton Standard Propellers Div United Aircraft Corp East Hartford	Rubber Tile Danbury Rubber Co Inc The Danbury	Watkins Manufacturing Co Inc Milford
Propeller Fan Blades Torrington Manufacturing Co The Torrington	Rubbish Burners John P Smith Co The 423-33 Chapel St New Haven	Screw Machine Tools Somma Tool Co (precision circular form tools) Waterbury
Pumps Yale & Towne Manufacturing Company The (Tri-rotor) Stamford	Safety Clothing American Optical Company Safety Division Putnam	Screws—Socket Allen Manufacturing Company The Hartford
Pumps—Small Industrial Eastern Industries Inc New Haven	Safety Fuses Ensign-Bickford Co The (mining & detonating) Simsbury	Sealing Tape Machines Better Packages Inc Shelton
Pump Valves Colt's Manufacturing Company Hartford	Safety Gloves and Mittens American Optical Company Safety Division Putnam	Seasoning Maggi Co Inc (Maggi's) New Milford
Punches Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St New Haven	Safety Goggles Putnam	Sewing Machines Greist Mfg Co The (Sewing machine attachments) 503 Blake St New Haven
Putty Softeners—Electrical Fletcher Terry Co The Box 415 Forestville	Sandblasting Beij & Williams Co The Hartford	Merrow Machine Co The (Industrial) Hartford
Pyrometers Bristol Co The (recording and controlling) Waterbury	Sandwich Grills—Electric General Electric Company Bridgeport	Singer Manufacturing Company The (industrial) Bridgeport
Quartz Crystals Crystal Research Laboratories Inc Hartford	Saw Blades Capewell Mfg Co The (Hack Saw, Band Saw) Hartford	Shaving Soaps J B Williams Co The Glastonbury
Radiation-Finned Copper G & O Manufacturing Company The New Haven	Saws, Band, Metal Cutting Atlantic Saw Mfg Co New Haven	Shears Acme Shear Co The (household) Bridgeport
G & O Manufacturing Company The New Haven	Scales—Industrial Dial Kron Company The Bridgeport	Wolcott Tool and Manufacturing Company Inc Waterbury
Vulcan Radiator Co The (steel and copper) Hartford	Scissors Acme Shear Company The Bridgeport	Sheet Metal Products American Brass Co The (brass and copper) Waterbury
Radio and Television Components General Electric Company Bridgeport	Screens Hartford Wire Works Co The (Windows, Doors and Porches) Hartford	Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durban
Radio Receivers General Electric Company Bridgeport	Screw Caps Weimann Bros Mfg Co The (small for bottles) Derby	United Advertising Corp Manufacturing Division (Job and Production Runs) New Haven
Rayon Specialties Hartford Rayon Corporation The Rocky Hill	American Optical Company Safety Division Putnam	Waterbury Companies Inc Waterbury
Rayon Yarns Hartford Rayon Corporation The Rocky Hill	Screws Atlantic Screw Work (wood) Blake & Johnson Co The (machine and wood) Waterville	Sheet Metal Stampings American Buckle Co The West Haven
Reamers O K Tool Co Inc The (inserted tooth) 33 Hull St Shelton	Recorders Bristol Company The (socket set and socket cap screws) Waterbury	DooVal Tool & Mfg Inc The Naugatuck
Recorders Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury	Reduction Gears Charles Parker Co The (wood) Meriden	Hall Mfg Co Ansonia
Snow-Nabstedt Gear Corp The New Haven	Refractories Clark Brothers Bolt Co Milldale	J H Sessions & Son Bristol
Howard Company New Haven	Resistance Wire Connect Mfg Co The (machine) Waterbury	Patent Button Co The Waterbury
Regulators Norwalk Valve Company (for gas and air) South Norwalk	Respirators American Optical Company Safety Division Putnam	Waterbury Companies Inc Waterbury
Resistors C O Jelliff Mfg Co The (nickel, chromium, kauthal) Southport	Retainers Hartford Steel Ball Co The (bicycle & automotive) Hartford	Sheet Sealers Shimpton Sealers
Riveting Machines Grant Mfg & Machine Co The Bridgeport	Riveting Machines L-R Mfg Div of The Ripley Co Torrington	Showcase Lighting Equipment Better Packages Inc Shelton
H P Townsend Manufacturing Co The	Raybestos Div of Raybestos-Manhattan Inc The (brake service equipment) Bridgeport	Wiremold Company The Hartford
Rivets Blake & Johnson Co The (brass, copper and non-ferrous) Waterville	Rivets L-R Mfg Div of The Ripley Co Torrington	Shower Stalls Dextone Company New Haven
Clark Brothers Bolt Co Milldale	Retainers Connecticut Manufacturing Company The Waterbury	Signals H C Cool Co The (for card files) 32 Beaver St
Connecticut Manufacturing Company The Waterbury	Rivets J O Jelliff Mfg Co The (nickel, chromium, kauthal) Southport	Ansonia Sizing and Finishing Compounds American Cyanamid & Chemical Corp Waterbury
J H Session & Sons Bristol	Rivets Blake & Johnson Co The (brass, copper and non-ferrous) Waterville	Slide Fasteners G E Prentiss Mfg Co The Kensington
		Shoe Hardware Div U S Rubber Company Waterbury
		KwiK zippers
		Smoke Stacks Bigelow Company The (steel) New Haven
		Sap J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury
		Solder—Soft Torrey S Crane Company Plantsville
		Space Heaters—Electric General Electric Company Meriden
		Special Machinery Henry & Wright Manufacturing Company The
		H P Townsend Mfg Company The Hartford
		Lundeberg Engineering Company Hartford
		National Sherardizing & Machine Co (man-drels & stock shells for rubber industry) Hartford
		Special Parts Greist Mfg Co The (small machines, especially precision stampings) New Haven
		Special Industrial Locking Devices Corbin Cabinet Lock Div American Hardware Corp New Britain
		Special Tools & Dies Lundeberg Engineering Company Hartford
		Spinners Gray Manufacturing Company The Hartford (Adv.)

# IT'S MADE IN CONNECTICUT

<b>Sponge Rubber</b>	Sponge Rubber Products Co The	Shelton	<b>Surgical Dressings</b>	Acme Cotton Products Co Inc	East Killingly	<b>Tools, Dies &amp; Fixtures</b>	Fonda Gage Company (also jigs)	Stamford
<b>Spreads</b>			<b>Seamless Rubber Goods</b>	Seamless Rubber Company The	New Haven	<b>Grandahl Tool and Machine Company</b>	Grandahl Tool and Machine Company	Hartford
Palmer Brothers Co	Fitchville		<b>Switches—Electric</b>	Seamless Rubber Company The	New Haven	<b>Greist Mfg Co The</b>	Greist Mfg Co The	New Haven
<b>Spring Coiling Machines</b>	Torrington Manufacturing Co The	Torrington	<b>Switchboards Wire and Cables</b>	General Electric Company	Bridgeport	<b>Tools, Hand &amp; Mechanical</b>	Bridgeport Hardware Mfg Corp The	Hartford
Torrington			<b>Rockbestos Products Corp (asbestos insulated)</b>	Rockbestos Products Corp	New Haven	<b>(screw drivers, nail pullers, box tools, wrenches, auto tools, forgings &amp; specialties)</b>	(screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties)	Bridgeport
<b>Spring Units</b>	Owen Silent Spring Co Inc (mattresses and furniture)	Bridgeport	<b>Synchronous Motors</b>	R W Cramer Company Inc	Centerbrook	<b>Toys</b>	A C Gilbert Company	New Haven
			<b>Haydon Manufacturing Co Inc</b>	Haydon Manufacturing Co Inc	Torrington		Geo S Scott Mfg Co The	Wallingford
<b>Spring Washers</b>	Wallace Barnes Co The Div Associated Spring Corp	Bristol	<b>Tanks</b>	Bigelow Company The (steel)	New Haven		Gong Bell Co The	East Hampton
				State Welding Co The	Hartford		N N Hill Brass Co The	East Hampton
<b>Springs—Coil &amp; Flat</b>	Han-Dee Spring and Manufacturing Co The (Coil and Flat)	Hartford		Storts Welding Company (steel and alloy)	Meriden		Waterbury Companies Inc	Waterbury
	Humason Mfg Co The	Forestville				<b>Trucks—Industrial</b>	George P Clark Co	Windsor Locks
	New England Spring Manufacturing Company	Unionville				<b>Trucks—Lift</b>	Excelsior Hardware Co The	Stamford
	Peck Spring Co The	Plainville			Middletown		George P Clark Co	Windsor Locks
	Wallace Barnes Co The Div Associated Spring Corp	Bristol	<b>Tap Extractors</b>	Walton Co The	94 Allyn St Hartford	<b>Trucks—Skid Platforms</b>	Excelsior Hardware Co The (lift)	Stamford
			<b>Taps, Collapsing</b>	Geometric Tool Co The	New Haven		American Tube Bending Co Inc	New Haven
<b>Springs—Flat</b>	Wallace Barnes Co The Div Associated Spring Corp	Bristol				<b>Tube Bending</b>		
	New England Spring Manufacturing Company	Unionville	<b>Tarred Lines</b>	Brownell & Co Inc	Moodus	<b>Tube Clips</b>	H C Cook Co The (for collapsible tubes)	
							32 Beaver St	Ansonia
<b>Springs—Furniture</b>	Owen Silent Spring Co Inc	Bridgeport	<b>Tea</b>	Upham Food Products Inc	package and tea balls		Weimann Bros Mfg Co The (for collapsible tubes)	Derby
					Hawleyville	<b>Tubing</b>	American Brass Co The (brass and copper)	
<b>Springs—Wire</b>	Colonial Spring Corporation The	Hartford	<b>Telemetering Instruments</b>	Bristol Co The	Waterbury			Waterbury
	Connecticut Spring Corporation The (compression, extension, torsion)	Hartford				<b>Scovill Manufacturing Company (Brass and Copper)</b>	Scovill Manufacturing Company	Waterbury 91
	D R Templeman Co (jewelry)	Plainville	<b>Television Receivers</b>	General Electric Company	Bridgeport	<b>Tubing—Heat Exchanger</b>	Scovill Manufacturing Company	Waterbury 91
	J W Bernston Company (Coil and Torsion)	Plainville		Merrow Machine Co The	Hartford			
	New England Spring Mfg Co	Unionville		2814 Laurel St	Ivoryton	<b>Typewriters</b>	Royal Typewriter Co Inc	Hartford
	Wallace Barnes Co The Div Associated Spring Corp	Bristol	<b>Textile Mill Supplies</b>	Ernst Bischoff Company Inc	Ivoryton		Underwood Corporation	Hartford
			<b>Textile Processors</b>			<b>Typewriters—Portable</b>	Underwood Corporation	Hartford
<b>Springs, Wire &amp; Flat</b>	Autoyre Company The	Oakville		American Dyeing Corporation (rayon, acetate)	Rockville	<b>Typewriter Ribbons and Supplies</b>	Underwood Corporation	Hartford and Bridgeport
				Aspinook Corp The (cotton)	Jewett City			
	<b>Stair Pads</b>	Palmer Brothers Company	New London	<b>Therapeutic Equipment</b>	Airadio Incorporated	<b>Underclearer Rolls</b>	Sonoco Products Co (Climax-Lowell Div)	Mystic
			<b>Stamps</b>	Bristol Co The (recording and automatic control)	Waterbury		Corley Co Inc The (300# AAR)	Plainville
	Hoggson & Pettis Mfg Co The (steel)	141 Brewery St	New Haven	Manning Maxwell & Moore Inc	Bridgeport	<b>Union Pipe Fittings</b>		
	Parker Stamp Works Inc The (steel)	Hartford				<b>Upholstery Fabrics—Woolen &amp; Worsted</b>	Broad Brook Company (automobile, airplane, railroad)	Broad Brook
			<b>Stampings</b>	Bridgeport Thermostat Company Inc (automatic)	Waterbury			
	DooVal Tool & Mfg Inc The	Naugatuck		Thinsheet Metals Co The (plain or tinned in rolls)	Waterbury	<b>Vacuum Bottles and Containers</b>	American Thermos Bottle Co	Norwich
	Han-Dee Spring and Manufacturing Co The (Small)	Hartford				<b>Vacuum Cleaners</b>	Spencer Turbine Co The	Hartford
			<b>Stampings—Small</b>	Lloyd E Cone Thread Co The (industrial cotton sewing)	South Willington			
	Greist Manufacturing Co The	New Haven		Max Pollack & Co Inc Groton and Wm Johl Manufacturing Co	Moodus	<b>Valves</b>	Norwalk Valve Company (sensitive check valves)	South Norwalk
	L C White Company The	Waterbury					W S Rockwell Company (Industrial)	Fairfield
	Rogers Corporation (Fibre Cellulose Paper)	Manchester		<b>Threading Machines</b>	Grant Mfg & Machine Co The (double and automatic)	<b>Valve Discs</b>	Colt's Manufacturing Company	Hartford
	Scovill Manufacturing Company	Waterbury 91					Beaton & Cadwell Mfg Co	New Britain
	Wallace Barnes Co The Div Associated Spring Corp	Bristol		<b>Time Recorders</b>	Stromberg Time Corp	<b>Valves—Automatic Air</b>		
	Waterbury Companies Inc	Waterbury					Brigepoint Brass Company	Bridgeport
			<b>Steel</b>	<b>Timers, Interval</b>	Haydon Manufacturing Co Inc	<b>Valves—Automobile Tire</b>		
	Stanley Works The (hot and cold rolled strip)	New Britain		H C Thompson Clock Co The	Torrington			
				R W Cramer Company Inc The	Bristol	<b>Valves—Radiator Air</b>	Bridgeport Brass Company	Bridgeport
	<b>Steel Castings</b>	Hartford Electric Steel Co The (carbon and alloy steel)	540 Flathush Ave		Centerbrook			
		Hartford				<b>Valves—Relief &amp; Control</b>	Beaton & Cadwell Mfg Co	New Britain
	Malleable Iron Fittings Co	Branford						
	Nutmeg Crucible Steel Co	Branford		<b>Timing Devices</b>	Haydon Manufacturing Co Inc	<b>Valves—Safety &amp; Relief</b>	Manning Maxwell & Moore Inc	Bridgeport
				R W Cramer Company Inc The	Centerbrook			
			<b>Steel—Cold Rolled Spring</b>	Seth Thomas Clocks	Thomasaston	<b>Varnishes</b>	Staminite Corp The	New Haven
	Wallace Barnes Co The Div Associated Spring Corp	Bristol		United States Time Corporation	The Waterbury			
						<b>Velvets</b>	Leiss Velvet Mfg Co Inc The	Willimantic
	<b>Steel—Cold Rolled Stainless</b>	Wallingford Steel Company	Wallingford				Velvet Textile Corporation The (velveteen)	West Haven
				<b>Timing Devices &amp; Time Switches</b>	Haydon Manufacturing Co Inc	<b>Ventilating Systems</b>	Colonial Blower Company	Hartford
	<b>Steel—Cold Rolled Strip and Sheets</b>	Wallingford Steel Company	Wallingford	M H Rhodes Inc	Torrington		Connecticut Blower Company	Hartford
	<b>Steel Goods</b>	Merrim Mfg Co (sheets products to order)	Durham	<b>Tool Designing</b>	American Standard Co	<b>Vibrators—Pneumatic</b>	New Haven Vibrator Company (industrial)	New Haven
				<b>Tools</b>	Hogson & Pettis Mfg Co The (rubber workers)	<b>Vises</b>	Charles Parker Co The	Meriden
	Waterbury Companies Inc	Waterbury			141 Brewery St		Fenn Manufacturing Company The (Quick Action Vises)	Hartford
			<b>Steel Strapping</b>		New Haven		Vanderman Manufacturing Co The (Combination Bench Pipe)	Willimantic
	Stanley Works The	New Britain			O K Tool Co Inc The (inserted tooth metal cutting)			
			<b>Stereotypes</b>		33 Hull St			
	W T Barnum & Co Inc	New Haven			Shelton			
			<b>Stop Clocks, Electric</b>					
	H C Thompson Clock Co The	Bristol						
			<b>Straps, Leather</b>	Auburn Manufacturing Company	The (textile, industrial, skate, carriage)			
				Middletown				
			<b>Studio Couches</b>	Waterbury Mattress Co	Waterbury			
			<b>Sunlamps</b>	General Electric Company	Meriden			
	<b>Super Refractories</b>	Mullite Refractories Co The	Shelton	<b>Tools &amp; Dies</b>	Vanderman Manufacturing Co The			
					Willimantic			
	<b>Surface Metal Raceways &amp; Fittings</b>	Wiremold Company The	Hartford		Moore Special Tool Co	Bridgeport		

(Continued on page 52)  
(Advt.)

## It's Made in Connecticut

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<b>Waffle Irons—Electric</b>	
General Electric Company	Bridgeport
<b>Washers</b>	
American Felt Co (felt)	Glenville
Auburn Manufacturing Company	The (all materials)
Blake & Johnson The (brass, copper & non-ferrous)	Middletown
Clark Brothers Bolt Co	Waterville
J H Sessions & Son	Bristol
Plume & Atwood Mfg Co	Waterbury
Raybestos Div of Raybestos-Manhattan Inc	The (clutch washers)
Saling Manufacturing Company	(made to order)
Sessions Foundry Co	Unionville
Chas W. House & Sons Inc (Mills & Cutting Plant)	Unionville
<b>Washing Machines—Electric</b>	
General Electric Company	Bridgeport
<b>Watches</b>	
Benrus Watch Co	30 Cherry St Waterbury
New Haven Clock and Watch Co	The (pocket & wrist)
United States Time Corporation	The Waterbury
<b>Waterproof Dressings for Leather</b>	
Viscol Company	The Stamford
<b>Wedges</b>	
Saling Manufacturing Company	(hammer & axe)
<b>Welding</b>	
Consolidated Industries	Wallingford
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals)	New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators)	Hartford
Porcupine Company	Bridgeport
State Welding Co	The (Equipment Mfrs & Steel Fabricators)
<b>Welding—Lead</b>	
Storts Welding Company	(tanks and fabrication)
	Meriden
<b>Welding Rods</b>	
Bristol Brass Co	The (brass & bronze)
<b>Wheels</b>	
Hall Mfg Co	Ansonia
George P Clark Co	Windsor Locks
<b>Wicks</b>	
Auburn Manufacturing Company	The (felt, asbestos)
Raybestos Div of Raybestos-Manhattan Inc	The (oil burner wicks)
Russell Mfg Co	The Middletown
<b>Window &amp; Door Guards</b>	
Hartford Wire Works Co	The Hartford
<b>Wire</b>	
Atlantic Wire Co	The (steel)
Bartlett Hair Spring Wire Co	The (Hair Spring)
Bristol Brass Corp	The (brass & bronze)
Driscoll Wire Co	The (steel)
Hudson Wire Co	Winsted Div (insulated & enameled magnet)
Platt Bros & Co	The (zinc wire)
Rockbestos Products Corp	P O Box 1030 Waterbury
Scovill Manufacturing Company	Brass, Bronze and Nickel Silver)
	Waterbury 91
<b>Wire Arches &amp; Trellises</b>	
Hartford Wire Works Co	The Hartford
John P Smith Co	The
423-33 Chapel St	New Haven
<b>Wire Baskets</b>	
Rolock Inc	(for acid, heat, degreasing)
<b>Wire Cable</b>	
Bevin-Wilcox Line Co	The (braided)
	East Hampton
<b>Wires and Cable</b>	
General Electric Company	(for central stations, industrial and mining applications)
	Bridgeport
<b>Wires—Building</b>	
General Electric Company	Bridgeport
<b>Wires—Telephone</b>	
General Electric Company	Bridgeport

**Wire Cloth**  
Hartford Wire Works Co The  
C O Jelliff Mfg Co The (all metals, all meshes)  
Southport

John P Smith Co The  
423-33 Chapel St  
Rolock Incorporated

New Haven

Fairfield

**Wire Drawing Dies**  
Waterbury Wire Die Co The

Waterbury

**Wire Dipping Baskets**  
Hartford Wire Works Co The  
John P Smith Co The

Hartford

423-33 Chapel St

New Haven

**Wire—Enamelled Magnet**  
Sweet Wire Co

Winsted

**Wire Formings**

Autoyre Co The  
G E Prentice Mfg Co The  
Verplex Company The

Oakville

Kensington

Essex

**Wire Forms**

Colonial Spring Corporation The  
Connecticut Spring Corporation The

Hartford

Humason Mfg Co The

Forestville

New England Spring Mfg Co

Unionville

Wallace Barnes Co The Div Associated Spring Corp

Bristol

**Wire Goods**

American Buckle Co The (overall trimmings)

West Haven

Patent Button Co The

Waterbury

Scovill Manufacturing Company (To Order)

Waterbury 91

**Wiremolding**

Wiremold Company The

Hartford

**Wire Partitions**

Hartford Wire Works Co The  
John P Smith Co The

New Haven

423-33 Chapel St

**Wire Products**

Clairglow Mfg Company

Portland

**Wire Reels**

A H Nilson Mach Co The

Bridgeport

**Wire Rings**

American Buckle Co The (pan tinnings)

handles and

West Haven

**Wire Shapes**

Bridgeport Chain & Mfg Co

Bridgeport

**Wire—Specialties**

Andrew B Hendrys Co The

New Haven

**Wood Handles**

Salisbury Cutlery Handle Co The (for cutlery & small tools)

Salisbury

**Woodwork**

C H Dresser & Son Inc (Mfg all kinds of woodwork)

Hartford

Hartford Builders Finish Co

Hartford

**Woven Awning Stripes**

Falls Company The

Norwich

**Woven Felts—Wool**

Chas W. House & Sons Inc (Mills & Cutting Plant)

Unionville

**Yarns**

Hartford Spinning Incorporated (Woolen, knitting and weaving yarns)

Unionville

Aldon Spinning Mills Corporation The (fine woolen and specialty)

Talcottville

Ensign-Bickford Co The (jute carpet)

Simsbury

**Zinc**

Platt Bros & Co The (ribbon, strip and wire)

Waterbury

**Zinc Castings**

Newton-New Haven Co Inc

688 Third Ave

West Haven



## Service Section

**FOR SALE:** One 1947 Model 260XW Brockway Tractor together with two Model W-66 Trailmobile Trailers with vertical props, removable racks and permanent headers. Equipment in excellent condition. Address SE-3275.

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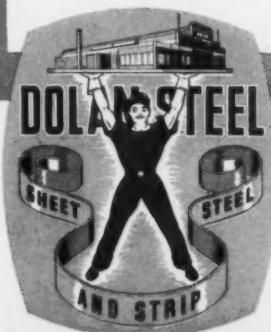
## Steel stays tight!

*M'Lady isn't the only one feeling the pinch these days!!!*

With everybody getting into the act of "Have you got any sheet or strip steel", we may produce a few laughs by saying "Yes". Today we

have it, tomorrow we don't. So keep smiling and call on us for help. If we have what you want you will get it promptly . . . and pass the word around that it's always good business to deal with

**DOLAN STEEL**

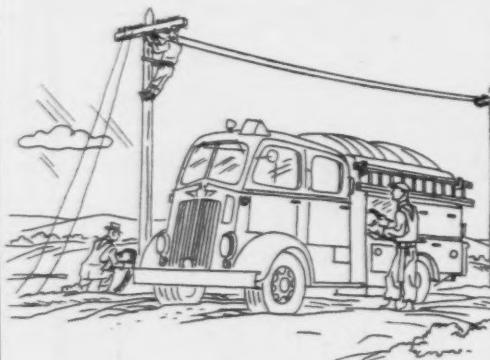


# **DOLAN STEEL CO., Inc.**

**810 UNION AVE • BRIDGEPORT 7, CONN • PHONE 5-8174**

**Connecticut's ONLY Warehouse dealing Exclusively in Sheet & Strip Steel**

**THEY WORKED  
25 YEARS  
WITHOUT ACCIDENT**



Three more working teams in your telephone company have completed twenty-five years on the job without a single lost-time accident. They are the New Milford Service Foreman's Group, Construction Gang 21 of Waterbury, and the Bristol Plant Service Supervisor's Force. This brings to six the number of groups in the company with no-accident records of more than a quarter century. In all, one hundred and twenty-three different plant units are on the Safety Honor Roll, with records of from three to twenty-six years without lost time accidents.

By working safely, telephone people have contributed to their own and their families' security. In addition, by avoiding interruptions in work schedules, they have helped to bring you a more dependable telephone service.

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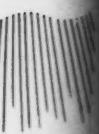
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